







# American Perfumer

# and Essential Oil Review

The Independent International Journal devoted to Perfumery, Toilet Preparations, Soaps, Flavoring Extracts, etc. No producer, dealer or manufacturer has any financial interest in it, nor any voice in its control or policies.

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#### TIME NOW TO START NEW TRADE BOOM

With the new Tariff Law now in effect, removing one of the incubuses that have dragged on trade and commerce in the last year and a half, it is time for all business men to unite in accelerating the recovery of the American Nation from its recent apathy due to reaction from the world war.

Progress has been made, despite obstacles, but now the horizon is brightened for renewed and stronger efforts. The coal strike has ended, the backbone of the railroad strike has been cracked and banking and other authorities all over the country tell of the revival that now only needs united effort to give it the impetus that will make for a renewal of our last era of general prosperity.

Crops are worth a billion more than last year, labor conditions are improving, new bond issues of many millions have been quickly subscribed, August imports jumped \$200,000,000, and commercial agencies report millions of increase in business, while the bank reports are showing big gains in deposits and in circulation of money. All signs point to a rapid revival. Let every one do his share and all will be well.

#### TARIFF NOW A LAW: EMBARGO IS DEAD

With President Harding's signature the McCumber-Fordney Tariff Bill is now on the statute books, without the coal tar products embargo. The fight of the American synthetic chemical interests to continue the bar to foreign competition in their field has been one of the striking features of the controversy over the provisions of the new tariff. The fight was kept up after defeat, efforts having been made to extend the American Chemical Control Act by resolution of Congress to cover the gap until Congress The Senate Committee on reconvenes in December. Finance, however, killed the proposal,

The new Tariff Law has created some puzzles, one of the chief ones being the interpretation of Coal Tar Paragraph 28, in relation to synthetic chemicals. The blanket clause of application of its provisions as reported by the Conference Committee contained the clause

"and all synthetic organic medicinals and chemicals not specially provided for in this Act," etc.

This clause was stricken out before the bill became a law

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and in the opinion of experts limits the operation of the paragraph to products of coal tar derivation, excluding all other synthetics which the rejected clause just quoted sought to protect.

The Bursam prohibitive rates on coal tar dyes and chemicals, reported in our last issue, were cut considerably and as enacted are still high, but not necessarily prohibitive. Full details of the final action on these paragraphs, 27 and 28, will be found in our Washington letter.

Protection was given to American manufacturers of perfumery by imposing in paragraph 62 a duty of 75 per cent on all foreign perfumery, toilet waters, cosmetics, etc., with an additional charge of 40 cents a pound on products that contain alcohol.

Aside from these changes the late alterations in the measure do not need special attention aside from the details given in our Washington correspondence.

The so-called flexible tariff provisions in Section 315, giving President Harding power to lower or raise rates to meet emergencies, aroused considerable opposition, but it did not materialize in the vote. It was thought that this section really delegated the right of Congress to the President to rewrite the Tariff Law. It is understood that Mr. Harding has been much concerned by this provision of the law and has let it be known that if any revisions are made by him they will be downward to meet the feeling in many quarters that rates are too high.

It is with the Section 315, giving this power to the President, that the Republicans hope to offset Democratic political attacks, for they will point out that the way is left open to change rates downward if found too high. Answering other objections they will say that the law is the best that could be provided with the unsettled economic conditions that prevail all over the world. Some measure was needed without further delay, to help in the restoration of business.

One of the features, the trade mark restriction on imports, Section 526, protects owners of American trade marks from infringement by foreign imitators. It is understood that late amendments to it eliminated objections that had been offered when the statute was proposed.

In connection with the enactment of the new tariff it may be said that the American Manufacturers of Toilet Articles have done splendid work in looking out for the interests of the industry, Chairman Spiehler and his associates on the Legislative Committee and Washington representative W. L. Crounse, having labored untiringly and unceasingly in that direction.

#### THE EMBARGO'S ROCKY COURSE

There has been considerable controversy regarding the right of the conference committee to report its provision for the continuance of the dye embargo, as provided in the Emergency Tariff Act. That law, enacted in May, 1921, provided in Title V only for six months' embargo, the expectation being that the Permanent Tariff Bill would be put through within that period. The House later passed the Permanent Tariff Bill with a provision which would kill the embargo automatically when the former measure became effective. But the tariff dragged along.

In November, facing the expiration of the limit, the House proposed to extend the dye embargo to February 1, 1922, but in the Senate the date was stricken out and the embargo continued in force "until otherwise provided by

#### NEW \$25,000 ANNUAL CHEMICAL PRIZE

The Council of the American Chemical Society announces that a prize of \$25,000 will be given every year, beginning in 1923, to the American who makes the most notable contribution to chemical science.

The award is to be made by a committee of seven, of which Dr. Edgar F. Smith, president of the American Chemical Society, is to be chairman. The Allied Chemical and Dye Corporation of New York City, through William H. Nichols, offered the prize. The committee members are to have no connection with the corporation.

There is no reason, so far as known, why perfume, flavoring extract and other chemists in our trades should not compete.

law." This was deemed necessary to provide against further need of legislative extension pending enactment of the permanent bill. It was a situation not in existence when the permanent House bill was passed. Later in the Senate it was found that the embargo would continue in effect without further action under the "until otherwise provided by law" clause unless it should be repealed. With the substitution of the Bursum amendments on coal tar dyes, etc., the outcome would have been confusion and litigation, it was believed in Senate circles.

The House practically settled the matter by sending back the conference report with instructions to eliminate the proposed extension of the dye embargo, many members taking the view that it was new legislation to enact a proposal that already had been rejected by both houses. A majority in the Senate held the same opinion and the embargo was finally expunged on the passage of the Act.

#### TO KEEP UP FREE TRADE ZONE FIGHT

One of the tariff disappointments is the rejection of the provision for the establishment of Foreign Trading Zones in the ports of the United States, which was inserted in the Tariff bill by the Senate, and was stricken out by the Conference Committee. Provision was advocated by the New York Merchants' Association which first called attention to the desirability of establishing Foreign Trading Zones in this country as an aid to the development of reexportation in foreign trade. The measure was of special importance to New York City, for one of the zones was contemplated for this vicinity.

The fight will be continued at Washington and its ultimate success seems inevitable in view of the many advantages which would result from establishing these zones.

#### RE: GOVERNMENT STANDARDS

In our August issue we published an editorial entitled "Dye-stuff Embargo Killed in Substance, but Retained in Spirit." Reference was made to the fixing by the Secretary of the Treasury of standards of strength for "each dye or other article." Assurance has come from authoritative sources that this is intended to refer only to two special provisos of the paragraph as a whole. The two provisos in question cover only "colors, dyes or stains, whether soluble or not in water, color acids, color bases, color lakes, leuco-compounds, indoxyl and indoxyl compounds," and will not in any way affect synthetic aromatic chemicals, as we are informed. This is a welcome assurance.

### INDUSTRIAL ALCOHOL AT LAST IS GOING TO GET ITS RIGHTS

For a majority of our readers the outstanding feature of the recent Chemical Exposition will be the fact that a Government official of high rank and in close touch with the Federal Administration let it be known that manufacturers using industrial alcohol have rights under the Volstead Act, as well as the Prohibition Enforcement Unit, which has gone along on the principle that only the prevention of the use of alcohol for beverage purposes was to be considered. The address of C. P. Smith, Assistant Commissioner of Internal Revenue, printed on page 299 is a clean cut, sensible and comprehensive survey of the whole situation, explaining the purposes of the law, besides outlining the policy of the authorities who are not concerned with hysterical activities tending to drive the users of industrial alcohol out of business. It will be read with great interest by every user of industrial alcohol.

At the same time that Mr. Smith sets forth the fact that industrial alcohol, under the law, is really paramount to the beverage preventive provision, although he does not employ this phraseology, steps have been taken by the Bureau at Washington to relax the drastic restrictions which the Enforcement Unit has imposed on druggists in obtaining alcohol supplies for medicinal purposes.

It will be good news to all legitimate users of alcohol to learn that the Administration seems to have begun to cut away the red tape that has threatened to become a hopeless entanglement, if not a strangulation of business, under the impossible regulations which the Prohibition Unit sought to impose on the trade in Mimeograph 282, which aroused the entire trade and which happily has been rescinded.

#### BRITISH PERFUME INDUSTRY MENACED

In a recent debate in the British House of Commons regarding the proposal to reduce the tax on alcohol used in the manufacture of perfumery, statistics were given showing the decline of the industry. Major Kelly told of one firm that for many years used 6,000 gallons of alcohol yearly, but which now was buying at the rate of only 300 gallons a year, the cost having risen from 20 shillings in 1914 to £6 per gallon now. This firm, he said, like others, had been forced to dismiss many skilled employees. The excessive tax situation, he declared, was crushing the British perfume industry.

Statistics were given of the United Kingdom's exports of manufactures of and materials for perfumery, cosmetics, etc., except essential oils and soap, making a remarkable showing. In 1913 the value was £472,545, which went up in 1920 to £1,426,976, slumping down to £344,734 for 1921. The 1921 sum represented a drop of more than £500,000 in a year in the value of alcoholic perfumes manufactured for export.

British perfumers have been earnestly seeking relief from stifling taxation, but their efforts so far have met with rebuffs. A relief clause, up in the House of Commons recently, was rejected when the Government spokesman said: "Unfortunately the perfumery trade has been mixed up with essences and the two are so entwined that this relief could only be given at a cost of £1,500,000, which would be too great an expense."

An interesting development was the disclosure that quantities of toilet soaps are being imported into England containing synthetic perfume and dye materials, upon which no duties

# OUR ADVERTISERS

BRIDGEPORT METAL GOODS MFG. CO. BRIDGEPORT, CONNECTICUT.

THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW, 14 Cliff Street, New York City.

Gentlemen: We have found that the results of our advertising in The American Perfumer & Essential Oil Review have far exceeded our expectations. We are much pleased with our advertisements as we have received a large number of replies.

We congratulate you upon the very fine publication which you are sending out to the trade.

Yours very truly,

THE BRIDGEPORT METAL GOODS MFG. Co., A. H. Moore, Sales Manager.

are collected, but that when it is desired to import the substances separately for the use of British manufacturers they are either prohibited or duty is demanded on them. No relief was offered.

# A FRENCH VIEW OF U. S. COMPETITION

A pertinent sidelight on the rivalry between American and French perfumers for control of the market on this side of the Atlantic is furnished by *Ungerer's Bulletin*, which quotes a representative of a great Paris house as follows:

"As long as the American perfumers continue to buy raw materials on a basis of price rather than of quality we fear them not at all. It is only when they learn to purchase the best that their competition becomes keen and worthy of serious consideration. Once this lesson has been driven home to them we will be obliged to look to our laurels, not in the United States alone, but in the markets of the world."

The French perfumers appear to be doing little worrying either about the American tariff, or any other consideration than superiority of goods, except that some of them, as we have mentioned, have planned an invasion of this market with popular priced packages. It seems, however, that they are doing little more than this in recognizing a menace in the rising excellence of quality in American perfumes and cosmetics made by firms that have been leading the way in overcoming the obstacles encountered in meeting foreign competition. In the end the battle will be won by superiority or least equality of products.

#### MORE AID FROM COMMERCE DEPARTMENT

Essential oils, perfumery, cosmetics and toilet preparations form one of the branches of the Chemical Division of the Bureau of Foreign and Domestic Commerce, just organized by Secretary Hoover, who has placed C. R. De Long in charge as chief. Under the announced policy of the bureau it will co-operate with the American Manufacturers of Toilet Articles and similar trade bodies, as well as with the trade generally. Further particulars of this important step will be found in our Washington correspondence. It is a good move.

C. C. Concannon, of New York, has been appointed assistant chief of the division and may be expected to render efficient service, as he has had extensive experience in the American chemical export trade in the last decade.

#### TRADE REVIVING AFTER A SLUMP YEAR

Government figures have been issued of our exports and imports for the fiscal year ending June 30, 1922, as well as for June of this year separately. The statistics reveal the seriousness of the slump which characterized the calendar year 1921, but the comparative figures for June indicate that the gradual revival which has been in progress for several months is slowly but surely gaining impetus. In some items there is a pronounced increase, while in others the margin is becoming better. The soap export industry seems to have been hit harder than supposed.

In view of the threatened invasion of foreign perfume manufacturers the import item for perfumeries, cosmetics, etc., is interesting. Last June showed a normal increase, while the total for the year ending in that month records a large decrease. Imports of vanilla beans make one of the best items, but the June gain is seasonal.

The figures will be found to contain some surprises, but it should be remembered that they reveal a bad period in our foreign trade, from which we are recovering.

IMPORTS: J	une, 1921	June, 1922	Year 1921	Year 1922
Perfumes, cos-				
metics, etc	\$430,387	\$460,363	\$7,078,985	\$6,657,182
Oil of lemon	24,918	39,161	578,697	561,500
Other essential oils	204,596	360,293	4,989,374	4,001,842
Glycerine, crude	59,408	7,027	1,560,364	287,108
Cocoanut oil	513,304	778,392	20,287,334	16,110,296
Palm oil	202,282	210,568	2,765,953	2,420,742
Olive oil, edible	1,217,651	1,228,060	11,437,247	12,209,711
Spices	806,731	689,112	7,071,190	7,828,303
Vanilla beans	87,143	279,842	1,750,897	2,278,992
Talc	16,943	42,239	317,684	336,439
Exports: J	une, 1921	June, 1922	Year 1921	Year 1922
<sup>3</sup> Perfumery and				
toilet waters	\$365,104	\$39,065	\$6,236,766	\$2,670,800
Toilet and other				
powders		131.384		752.623
Creams, rouges, etc.		93,557		*448,908
Dentifrices	*****	188,372	*****	31,106,799
Other toilet preps.		88,364	*****	3479,167
Total of above items	\$365,105	\$540,742	\$6,236,766	\$5,459,297
Soap, toilet or				
fancy	190,715	238,295	4,182,428	2,621,943
Soap, laundry		456,406		°2.198,297
Other soap	627,680	139,123	8,445,086	3.956,614
Flavoring extracts	89,090		1,236,135	808,182
Pepperment oil	19,182		286,624	
Other essential oils	51,000		890,472	
3 Tub. 1 - D - 2	1 1021			

<sup>3</sup> July 1 to Dec. 31, 1921.

#### COLLEGE COURSE ON COSMETICS

The course on the composition and manufacture of cosmetics, toilet preparations and perfumes begun in 1920 by Professor Curt P. Wimmer at the College of Pharmacy, Columbia University, is to be repeated this year. The course is to be given on Tuesday evenings and is to extend for a period of 30 weeks divided into two semesters.

In the last two years the course has proved to be very popular and a considerable number of serious minded men, including many holding responsible positions in the toilet preparations field, have taken the course to advantage. Dr. Wimmer has had ample experience and has kept in close touch with developments in the various industries involved; and undoubtedly the lectures will be of benefit to manufacturers, as well as to salesmen and dealers. Applicants

#### THE RECIPE TO MAKE BUSINESS GOOD

(By Berton Braley)

When others were spilling calamity dope
And shaking their heads with the gloomiest air,
Bill Jefferson simply remarked, "There is hope!"
And worked like a beaver and hustled for fair.
While others were hesitant, doubtful, afraid,
He advertised widely wherever he could—
For this was Bill Jefferson's slogan of trade:
"For them that goes after it, business is good."

"For two or three seasons," Bill Jefferson said,
"Most any old dub could get coin in a rush;
It didn't require no particular head

To gather in shekels when people was flush. But now times is altered, and now comes the test, The flush days is finished, that's well understood; But here is the truth, very briefly expressed; 'For them that goes after it, business is good.'

"You won't boost your business by waitin' about
For this thing or that thing which mebbe will break;
Get busy right now an' you'll find, beyond doubt,
There's business to get an' there's money to make.
The hustler don't wail at his troubles an' quit,
Or whimper an' whine like the Babes in the Wood;
He jumps in the game with his nerve an' his grit—
'For them that goes after it, business is good.'"
—By permission of Newspaper Enterprise Association
and the Cleveland Twist Drill Co.

should communicate with the registrar of the College of Pharmacy, 115 West 68th street, or directly with Professor Wimmer for any further information. The announcement of the course appears on advertising page 75 of this issue.

#### 50,000 TRAINED MEN ARE AVAILABLE

An Employment Service for Engineers of every variety of training and experience is conducted by the four National Engineering Societies of the United States. This service brings in touch with the various business men the service of 50,000 trained technical men who are members of these societies and one of the objects of it is to show to the various commercial houses the aid which engineers are rendering to others in the same lines and to help these firms and corporations secure similar assistance.

Men of engineering training are prominent in all branches of commercial endeavor and their creative ability is recognized as being of great help in the building up of the nation's wealth.

This service is in a position to supply the readers of The American Perfumer & Essential On Review with mechanical and chemical engineers, production men, sales engineers, and trained executives. It is under the direction of Mr. W. V. Brown in the United Engineering building, 29 West 39th street, New York City, and is free to both employer and to employee.

#### THE SWISS PHARMACOPŒIA

A commission of professors of pharmacy, pharmacists, and chemical manufacturers, invited by the Swiss Board of Health to discuss the preparation of a new edition of the Swiss Pharmacopæia, has decided only to revise the existing edition. The methods of assay are to be revised from the point of view of their application by the individual pharmacist. The new edition is to be issued in two years' time.

<sup>&</sup>lt;sup>3</sup> Includes cosmetics and other toilet preparations prior to Jan. 1, 1922,

# TARIFF FIGHT ENDS IN LAW OMITTING DYES EMBARGO

Manufacturing Perfumers Receive Increased Protection from Foreign Competition—Synthetic Interests Make a Final Effort to Stave Off Foreign Competition—Some Late Changes in the Soap Paragraph—

Text of the Law as It Relates to Our Industries.

Washington, September 21.—The new Tariff is now a law. President Harding signed the McCumber-Fordney Act today and it becomes effective tomorrow.

The work of the Conference Committee was conducted quietly after the passage of the Tariff Bill, as told in our last report. One of the chief contentions was over the Dye Embargo. This the Conference Committee sought to extend for one year, with a provision for a further extension by the President. The House already had rejected the proposal and a storm of protest followed the reading of the report. The farm bloc also resented the imposing of a duty on potash. On these two proposals the representatives revolted and sent the report back to conference, with instructions to cut out both items. This was done, the bill was passed, 210 to 90, and sent to the Senate, which agreed to it, 43 to 28, and sent it to the President for his approval.

Extraordinary efforts to save the Dye Embargo were made by the synthetic chemical chemists and manufacturers, who did not abandon their fight even when defeated. They caused to be introduced in both houses a resolution that would extend the Dye Embargo for three months, or until after Congress reconvenes in December. A reduction to two months met with some favor, the House Ways and Means Committee making a favorable report on that proposal, but the Senate Committee on Finance rejected the resolution.

Dr. Charles H. Herty, president of the Synthetic Organic Chemical Manufacturers' Association, in his final appeal for an extension of the Dye Embargo by resolution stated that in the haste of last hour legislation and through the adjustments of the conferees the American synthetic organic chemical industry, including medicinals, dyes, etc., stands faced with rapid extinction, and the pre-war condition of foreign domination is imminent. He declared that tremendous stocks of dyes and medicinals taken in lieu of reparations and costing therefore practically nothing are now held in England, France, Belgium and Italy, which surplus material will

be immediately dumped on the American market unless very carefully considered legislation is enacted. He also cited the necessity of the delay to enable the customs authorities to become conversant with new conditions, and with this plea Secretary Mellon concurred.

No changes were made in the tariff bill by the conferees in Paragraph 61 dealing with perfumery materials, nor in 62, the perfumery paragraph, and they were left as they passed the Senate. Paragraph 63, which deals with floral waters, was left exactly as it passed the House, no changes having been made in the Senate. Paragraph 59, which deals with essential oils, was changed in conference. The lemon and orange rates which passed the Senate at 30 per cent ad valorem were reduced by the conferees to 25 per cent, the other parts of this paragraph having been left as they originally passed the House.

The rates on dye stuffs and synthetic organic chemicals of coal tar origin were quite materially changed in conference, the new rates being set forth by the conferees as a compromise between the House and the Senate rates. The new rates are on American valuation. The dye stuff duties as finally accepted call for a rate for the first two years after the bill becomes law of 7 cents a pound and 55 per cent ad valorem on intermediates; and 7 cents a pound and 60 per cent ad valorem on finished dyes, etc. After the first two years the rates agreed upon were 7 cents a pound and 40 per cent ad valorem on intermediates; and 7 cents a pound and 45 per cent ad valorem on finished dyes, etc.

The conferees made several changes in Paragraph 82, which is devoted to soap, so that paragraph as it was agreed upon reads:

"Paragraph 82, Soap: Castile, 15 per centum ad valorem; toilet, 30 per centum ad valorem; all other soap and soap powder, not specially provided for, 15 per centum ad valorem."

It is not necessary to go into further detail regarding work of the conference committee as the results appear in the text which is printed herewith.

A period of twenty months elapsed in the preparation and passage of the measure. Hearings began before the Ways and Means Committee of the House on January 6, 1921, after some preliminary work, and it was sent to the President in its final form as an Act of Congress September 20, 1922

# TEXT OF NEW TARIFF LAW AS IT AFFECTS OUR TRADES

Paragraph 4. Alcohol: Amyl, butyl, *Propyl*, and fusel oil, 6 cents per pound; methyl or wood (or methanol), 12 cents per gallon; and ethyl for nonbeverage purposes only, 15 cents per proof gallon.

Paragraph 5. All chemical elements, all chemical salts and compounds, all medicinal preparations, and all combinations and mixtures of any of the foregoing, all the foregoing obtained naturally or artificially and not specially provided for, 25 per centum ad valorem.

Paragraph 10. Balsams: Copaiba, fir or Canada, Peru, tolu, stryax, and all other balsams, all the foregoing which are natural and uncompounded, 10 per centum ad valorem: Provided, That no article containing alcohol shall be classified for duty under this paragraph.

Paragraph 13. Blackings, powders, liquids, and creams for cleaning or polishing, not specially provided for, 25 per centum ad valorem: Provided, That no preparations containing alcohol shall be classified for duty under this paragraph.

Paragraph 14. Bleaching powder or chlorinated lime, Three-tenths of 1 cent per pound.

Paragraph 20. Chalk or whiting or Paris white: Dry, ground, bolted, or precipitated, 25 per centum ad valorem;

ground in oil (putty), three-fourths of 1 cent per pound; put up in the form of cubes, blocks, sticks, or disks, or otherwise, including tailors', billiard, red, and manufactures of chalk not specially provided for, 25 per centum ad valorem.

Paragraph 23. Chemicals, drugs, medicinal and similar substances, whether dutiable or free, when imported in capsules, pills, tablets, lozenges, troches, ampoules, cubes, or similar forms, including powders put up in medicinal doses, shall be dutiable at not less than 25 per centum ad valorem.

Paragraph 24. Chemical elements, and chemical and medicinal compounds, preparations, mixtures, and salts, distilled or essential oils, expressed or extracted oils, animal oils and greases, ethers and esters, flavoring and other extracts, and natural or synthetic fruit flavors, fruit esters, oils and essences, all the foregoing and their combinations when containing alcohol, and all articles consisting of vegetable or mineral objects immersed or placed in, or saturated with alcohol, except perfumery and spirit varnishes, and all alcoholic compounds not specially provided for, if containing 20 per centum of alcohol or less, 20 cents per pound and 25 per centum of alcohol, 40 cents per pound and 25 per centum ad valorem; containing

more than 50 per centum of alcohol, 80 cents per pound and 25 per centum ad valorem.

Paragraph 25. Chicle, crude, 10 cents per pound; refined or advanced in value by drying; straining, or any other process or treatment whatever beyond that essential to the proper packing, 15 cents per pound.

Paragraph 27. Coal-tar products: Acetanilide not suitable for medicinal use, alpha-naphthol, aminobenzoic acid, amino aphthol, aminophenetole, aminophenol, ammosalicylic acid, aminoantraquinone, aniline oil, aniline salt anthraquinone, arsanilic acid, benzaldehyde not suitable for medicinal use, benzal chloride, benzanthrone, benzidine, benzi-dine sulfate, benzoic acid not suitable for medicinal use, benzoquinone, benzoyl chloride, benzyl chloride, benzylethylaniline, beta-naphthol not suitable for medicinal use, bromobenzene, chlorobenzene, chlorophthalic acid cinnamic acid, cumidine, dehydrothiotoluidine, diaminostilbene, diaminidine, dichlorophathalic acid, dimethylaniline dimethylaminophenol, dimethylphenylbenzylammonium hydroxide, dimethylphenylenediamine, dinitrobenzene, dinitrochlorobenzene, dinitronaphthalene, dinitrophenol, dinitrotoluene, dihydroxy-naphthalene, diphenylamine, hydroxyphenylarsinic acid, metanillic acid, methylanthraquinone, naphthylamine, naphthylenediamine, nitroaniline nitroanthraquinone, nitroben-zaldehyde, nitrobenzene, nitronaphthalene, nitrophenol nitrophenylenediamine, nitrosodimethylaniline, nitrotoluene, nitrotoluylenediamine, phenol, phenylenediamine, phenylhydrazine phenylnaphthylamine, phenylglycine, phenylglycineortho-carboxcylic acid, phthalic acid, phthalic anhydride, phthalimide, quinaldine, juinoline, resorcinol not suitable for medicinal use, salicylic acid and its salts not suitable for medicinal use, sulfanilic acid thiocarbanilide, thiosalicylic acid, tetrachlorophthalic acid, tetra methyldiaminobenzophenone, tetramethyl diaminodiphenylmethane, toluene sulfochloride, toluene sulfonamide, tribromophenol, toluidine, tolidine, toly-lenediamine, sylidine, anthracene having a purity of 30 per centum or more, carbazole having a purity of 65 per centum or more, metacresol having a purity of 90 per centum or more, naphthalene which after the removal of all water present has a solidifying point of seventy-nine degrees centigrade or above, orthocresol having a purity of 90 per centum or more, paracresol having a purity of 90 per centum or more; all the foregoing products in this para-graph whether obtained, derived, or manufactured from coal tar or other source; all distillates of coal tar, blastfurnace tar, oil-gas tar, and water gas tar, which on being subjected to distillation yield in the portion distilling below one hundred and ninety degrees centigrade a quantity of tar acids equal to or more than 5 per centum of the original distillate or which on being subjected to distillation yield in the portion distilling below two hundred and fifteen degrees centigrade a quantity of tar acids equal to or more degrees centigrade a quantity of tar acids equal to or more than 75 per centum of the original distillate; all similar products by whatever name known, which are obtained, derived, or manufactured in whole or in part from any of the products provided for in this paragraph, or from any of the products provided for in paragraph 1549; all mixtures, including solutions, consisting in whole or in part of any of the foregoing products provided for in this paragraph, except sheep dip and medicinal sense; all the paragraph, except sheep dip and medicinal soaps; all the foregoing products provided for in this paragraph, not colors, dyes, or stains, color acids, color bases, color lakes, leuco-compounds, indoxyl, indoxyl compounds, ink powders, photographic chemicals, medicinals, synthetic aromatic or odoriferous chemicals, synthetic resinlike products, synthetic tanning materials, or explosives, and not specially provided for in paragraph 28 or 1549, 40 per cent ad valorem, based upon American selling price (as defined in subdivision (f) of Section 402, Title IV), of any similar article manufactured or produced in the United States, and 7 cents per pound: Provided, That for a period of two years beginning on the day following the passage of this act the ad valorem rate of duty shall be 55 per cent instead of 40 per cent. If there is no similar competitive article manufactured or produced in the United States, then the ad valorem rate shall be based upon the United States value as defined in subdivision (d) of Section 402, Title For the purposes of this paragraph any coal-tar products provided for in this act shall be considered similar to or competitive with any imported coal-tar product

which accomplishes results substantially equal to those accomplished by the domestic product when used in substantially the same manner: Provided, That no duty imposed under this paragraph shall be increased under the provisions of Section 315.

Paragraph 28. Coal-tar products: All colors, dyes, or stains, whether soluble or not in water, color acids, color bases, color lakes, leuco-compounds, whether colorless or not, indoxyl and indoxyl compounds; ink powders; photographic chemicals; acetanilide suitable for medicinal use, acetphenetidine, acetylsalicylic acid, antipyrine, benzaldehyde suitable for medicinal use, benzoic acid suitable for medicinal use, beta-naphthol suitable for medicinal use, guaicol and its derivatives, phenolphthalein, resorcinol suitable for medicinal use, salicylic acid and its salts suitable for medicinal use, salol, and other medicinals; sodium benzoate; saccharin; artificial musk, benzyl acetate, benzyl benzoate, coumarin, diphenyloxide, methyl anthranilate, methyl salicylate, phenylacetaldehyde, phenylethyl alcohol, and other synthetic odoriferous or aromatic chemicals, including flavors, all of these products not marketable as perfumery, cosmetics, or toilet preparations, and not mixed and not compounded, and not containing alcohol; synthetic phenolic resin and all resinlike products prepared from phenol, cresol, phthalic anhydride, coumarone, indene, or from any other article or material provided for in paragraph 27 or 1549, all of these products whether in a solid, semisolid, or liquid condition; synthetic tanning materials; pieric acid, trinitrotoluene, and other explosives except smokeless powders; all of the foregoing products provided for in this paragraph, when obtained, derived, or manufactured in whole or in part from any of the products provided for in paragraph 27 or 1549; natural alizarin and natural indigo, and colors, dyes, stains, color acids, color bases, color lakes, leuco-compounds, indoxyl, and indoxyl compounds, obtained, derived, or manufactured in whole or in part from natural alizarin or natural indigo; natural methyl salicylate of oil of wintergreen or oil of sweet birch; natural coumarin; natural guaiacol and its derivatives; and all mixtures, including solutions, consisting in whole or in part of any of the articles or materials provided for in this paragraph, excepting mixtures of synthetic odoriferous or aromatic chemicals, 45 per centum ad valorem based on the American selling price (as defined in subdivision (f) of Section 402, Title IV) of any similar competitive article manufactured or produced in the United States, and 7 cents per pound: Provided, That for a period of two years beginning on the day following the experience of the experience of the day following the experience of the beginning on the day following the passage of this act the ad valorem rate of duty shall be 60 per cent instead of 45 per cent. If there be no similar competitive article manufactured or produced in the United States, then the ad valorem rate shall be based upon the United States value, as defined in subdivision (d) of Section 402, Title IV. For the purposes of this paragraph any coal-tar products provided for in this Act shall be considered similar to or competitive with any imported coal-tar product, which accomplishes re-sults substantially equal to those accomplished by the domestic product when used in substantially the same manner: Provided, That no duty imposed under this paragraph shall be increased under the provisions of Section 315: Provided further. That any article or product which is within the terms of paragraph 1, 5, 38, 40, 61, 68, 84, or 1585, as well as within the terms of paragraph 27, 28, or 1549, shall be assessed for duty or exempted from duty as the case may be under paragraph 27, 28, or 1549.

Paragraph 38. Ethers and esters: Diethyl sulphate and dimethyl sulphate, 25 per centum ad valorem; ethyl acetate, 3 cents per pound; ethyl chloride, 15 cents per pound; ethyl ether, 4 cents per pound; and ether and esters of all kinds not specifically provided for, 25 per centum ad valorem; Provided, That no article containing more than 10 per centum of alcohol shall be classified for duty under this paragraph.

Paragraph 40. Flavoring extracts and natural or synthetic fruit flavors, fruit esters, oils and essences, all the foregoing not containing alcohol, and not specially provided for, 25 per centum ad valorem.

Paragraph 43. Glycerine, crude, 1 cent per pound; refined, 2 cents per pound.

Paragraph 52. Menthol. 50 cents per pound; camphor, crude, natural, 1 cent per pound; camphor, refined or

synthetic, 6 cents per pound.

Paragraph 53. Wool grease, crude, including that known commercially as degras or brown wool grease, one-half of 1 cent per pound; wool grease, not crude, including adeps lanae, hydrous and anhydrous, 1 cent per pound; all other animal oils, fats, and greases, not specially provided for, 20 per centum ad valorem.

Paragraph 54. Oils, expressed or extracted: Castor oil, 3 cents per pound; hempseed oil, 1½ cents per pound; linseed or flaxseed oil, raw boiled, or oxidized, 33/10 cents per pound; olive oil, weighing with the immediate container less than forty pounds, 7½ cents per pound on contents and container; olive oil, not specially provided for oxidized. 61/2 cents per pound; poppyseed oil, raw, boiled, or oxidized, 2 cents per pound; rapeseed oil, 6 cents per gallon; all other expressed and extracted oils, not specially provided for, 20 per centum ad valorem.

Paragraph 55. Coconut oil, 2 cents per pound; cottonseed oil, 3 cents per pound; peanut oil, 4 cents per pound; and soyabean oil, 21/2 cents per pound.

Paragraph 57. Hydrogenated or hardened oils and fats, 4 cents per pound; other oils and fats, the composition and properties of which have been changed by vulcanizing, oxidizing, chlorinating, nitrating, or any other chemical process, and not specially provided for, 20 per centum ad valorem.

Paragraph 58. Combinations and mixtures of animal, vegetable, or mineral oils or any of them (except combinations or mixtures containing essential or distilled oils, with or without other substances, and not specially provided for, 25 per centum ad valorem: Provided, That no article containing alcohol shall be classified for duty under this paragraph.

Paragraph 59. Oils, distilled or essential: Lemon and orange, 25 per centum ad valorem; clove, eucalyptus, pepper-mint, patchouli, sandalwood, and all other essential and distilled oils not specially provided for, 25 per centum ad valorem: Provided, That no article mixed or compounded or containing alcohol shall be classified for duty

under this paragraph.

Paragraph 61. Perfume materials: Ambergris, castoreum, civet, and musk grained or in pods, 20 per centum ad valorem; anethol, citral, geraniol, heliotropin, ionone, rhodinol, safrol, terpineol, vanillin, and all natural or synthetic odoriferous or aromatic chemicals, all the foregoing not mixed and not compounded, and not specially provided for, 45 per centum ad valorem; all mixtures or combinations containing essential or distilled oils, or natural or synthetic odoriferous or aromatic substances, 40 cents per pound and 50 per centum ad valorem: Provided, That only materials not marketable as perfumery, cosmetics, or toilet preparations, and not containing more than 10 per centum of alcohol, shall be classified for duty under this paragraph: Provided further, That all of the foregoing materials containing more than 10 per centum of alcohol shall be classified for duty under paragraph 62 as toilet preparations.

Paragraph 62. Perfumery, including cologne and other toilet waters, articles of perfumery, whether in sachets or otherwise, and all preparations used as applications to the hair, mouth, teeth, or skin, such as cosmetics, dentifrices, tooth soaps, pastes, theatrical grease paints, pomades, powders, and other toilet preparations, all the foregoing, if containing alcohol, 40 cents per pound and 75 per centum ad valorem; if not containing alcohol, 75 per centum ad

Paragraph 63. Floral or flower waters containing no alcohol, not specially provided for, 20 per centum ad valorem; bay rum or bay water, whether distilled or compounded, 40 cents per pound and 60 per centum ad valorem.

Paragraph 80. Potassium: carbonate, three-fourths of 1 cent per pound; hydroxide or caustic potash, 1 cent per

Paragraph 82. Soap: Castile, 15 per centum ad valorem; toilet, 30 per centum ad valorem; all other soap and soap powder not specially provided for, 15 per centum ad

Paragraph 83. Sodium: bicarbonate or baking soda, onefourth of 1 cent per pound; borate or borax, refined, oneeighth of 1 cent per pound; carbonate, calcined, or soda ash, hydrated or sal soda, and monohydrated, one-fourth of 1 cent per pound; chlorate, 1½ cents per pound; hydroxide or caustic soda, one-half of 1 cent per pound; sesquicarbonate, one-fourth of 1 cent per pound; silicate, three-eighths of 1 cent per pound.

Paragraph 92. Vanilla beans, 30 cents per pound; tonka

beans, 25 cents per pound.

Paragraph 209. Talc, steatite or soapstone, and French chalk, crude and unground, one-fourth of 1 cent per pound; ground, washed, powdered, or pulverized, (except toilet preparations), 25 per centum ad valorem; cut or sawed, or in blanks, crayons, cubes, disks, or other forms, I cent per pound; manufactures (except toilet preparations), of which tale, steatite or soapstone, or French chalk is the component material of chief value, wholly or partly finished, and not specially provided for, if not decorated, 35 per centum ad valorem; if decorated, 45 per centum ad valorem.

#### GLASS BOTTLES, VIALS AND ALLIED CONTAINERS

Paragraph 217. Plain green or colored, molded or pressed, and flint, lime, or lead glass bottles, vials, jars, and covered or uncovered demijohns, and carboys, any of the foregoing, filled or unfilled, not specially provided for, and whether their contents be dutiable or free (except such as contain merchandise subject to an ad valorem rate of duty, or to a rate of duty based in whole or in part upon the value thereof, which shall be dutiable at the rate applicable to their contents), shall pay duty as follows: If holding more than one pint, 1 cent per pound; if holding not more than one pint and not less than one-fourth of a pint, 1½ cents per pound; if holding less than one-fourth of a pint, 50 cents per gross: Provided, That the terms "bottles," "vials," "jars," "demijohns," and "carboys," as used herein, shall be restricted to such articles when suitable for use and of the character ordinarily employed for the holding or transportation of merchandise, and not as appliances or implements in chemical or other operations, and shall not include bottles for table service and thermostatic bottles.

Paragraph 218. . . . All articles of every description not specially provided for, composed wholly or in chief value of glass or paste, or combinations of glass and paste, blown or partly blown in the mold or otherwise, or colored, cut, engraved, etched, frosted, gilded, ground (except such grinding as is necessary for fitting stoppers or for purposes other than ornamentation), painted, printed in any manner, sand-blasted, silvered, stained or decorated or ornamented in any manner, whether filled or unfilled, or whether their contents be dutiable or free, 55 per centum ad valorem: \* \* \* Provided, That any of the articles specified in this paragraph, if containers of merchandise subject to an ad valorem rate of duty or to a rate of duty based in whole or in part upon the value thereof, shall be dutiable at the rate applicable to their contents, but not less than the rate provided for in this paragraph: Provided further, That for the purposes of this Act, bottles with cut-glass stoppers shall with their stoppers be deemed entireties,

Paragraph 391. Bottle caps of metal, collapsible tubes, and sprinkler tops, if not decorated, colored, waxed, lacquered, enameled, lithographed, electroplated, or embossed in color, 30 per centum ad valorem; if decorated, colored, waxed, lacquered, enameled, lithographed, electroplated, or embossed in color, 45 per centum ad valorem.

#### LABELS, BOXES, AND SIMILAR ARTICLES

Paragraph 1306. Labels and other articles, composed wholly or in chief value of paper lithographically printed in whole or in part from stone, gelatin, metal or other material not specially provided for, shall pay duty at the following rates: Labels and flaps, printed in less than eight colors (bronze printing to be counted as two colors), but not printed in whole or in part in metal leaf, 25 cents per pound; cigar bands of the same number of colors and printings, 35 cents per pound; labels and flaps printed in

eight or more colors (bronze printing to be counted as two colors), but not printed in whole or in part in metal leaf, 35 cents per pound; cigar bands of the same number of colors and printings, 50 cents per pound; labels and flaps, printed in whole or in part in metal leaf, 60 cents per pound; cigar bands, printed in whole or in part in metal leaf, 65 cents per pound; all labels, flaps, and bands, not exceeding ten square inches cutting size in dimensions, if embossed or die-cut, shall pay the same rate of duty as hereinbefore provided for cigar bands of the same number of colors and printings (but no extra duty shall be assessed on labels, flaps, and bands for embossing or die-cutting), \* \* \* and in addition thereto on all of said articles exceeding eight and not exceeding twenty one-thousandths of an inch in thickness, if either die-cut or embossed, onehalf of 1 cent per pound; if both die-cut and embossed, 1 cent per pound; exceeding twenty one-thousandths of an inch in thickness, 7½ cents per pound: Provided, That in the case of articles hereinbefore specified the thickness which shall determine the rate of duty to be imposed shall be that of the thinnest material found in the article but for the purposes of this paragraph the thickness of lithographs mounted or pasted upon paper, cardboard, or other material shall be the combined thickness of the lithograph and the foundation on which it is mounted or pasted, and the cutting size shall be the area which is the product of the greatest dimensions of length and breadth of the article, and if the article is made up of more than one piece, the cutting size shall be the combined cutting sizes of all of the lithographically printed parts in the article.

Paragraph 1313. Boxes, composed wholly or in chief value of paper, papier-mache or paper board, and not specially provided for; manufactures of paper, or of which paper is the component material of chief value, not specially provided for, all the foregoing, 35 per centum ad valorem.

#### FREE LIST

Section 201. That on and after the day following the passage of this Act, except as otherwise specially provided for in this Act, the articles mentioned in the following paragraphs, when imported into the United States or into any of its possessions (except the Philippine Islands, the Virgin Islands, and the islands of Guam and Tutuila), shall be exempt from duty.

Paragraph 1532. Borax, crude, or unmanufactured, and borate of lime, borate of soda, and other borate material, crude and unmanufactured, not specially provided for.

Paragraph 1545. Chalk, crude, not ground, bolted, precipitated, or otherwise manufactured.

Paragraph 1571. Enfleurage greases, floral essences and floral concretes: Provided, That no article mixed or compounded or containing alcohol shall be exempted from duty under this paragraph.

Paragraph 1584. Gums and resins: Damar, kauri, copal, dragon's blood, kadaya, sandarac, tragacanth, tragasol, and other gums, gum resins, and resins, not specially provided for.

Paragraph 1610. Lemon juice, lime juice, and sour orange juice, all the foregoing containing not more than 2 per centum of alcohol.

Paragraph 1631. Oils, distilled or essential: Anise, bergamot, bitter almond, camphor, caraway, cassia, cinnamon, citronella, geranium, lavender, lemon-grass, lime, lignaloe or bois de rose, neroli or orange flower, origanum, palmarosa, pettigrain, rose or otto of roses, rosemary, spike lavender, thyme, and ylang-ylang or cananga: Provided, That no article mixed or compounded or containing alcohol shall be exempted from duty under this paragraph.

Paragraph 1632. Oils, expressed or extracted: Croton, palm, palm-kernel, perilla, sesame, and sweet almond; olive oil rendered untit for use as food or for any but mechanical or manufacturing purposes, by such means as shall be satisfactory to the Secretary of the Treasury and under regulations to be prescribed by him; Chinese and Japanese tung oils; and nut oils not specially provided for.

Paragraph 1633. Oils, mineral: Petroleum, crude, fuel, or refined, and all distillates obtained from petroleum, in-

cluding kerosene, benzine, naphtha, gasoline, paraffin, and paraffin oil, not specially provided for.

Paragraph 1646. Potassium nitrate or saltpeter, crude.

Paragraph 1691. Vegetable tallow.

Paragraph 1693. Wax: Animal, vegetable, or mineral, not specially provided for.

#### LABELLING OF IMPORTED ARTICLES

Section 304. (a) That every article imported into the United States, which is capable of being marked, stamped, branded, or labeled, without injury, at the time of its manufacture or production, shall be marked, stamped, branded, or labeled, in legible English words, in a conspicuous place that shall not be covered or obscured by any subsequent attachments or arrangements, so as to indicate the country of origin. Said marking, stamping, branding, or labeling shall be as nearly indelible and permanent as the nature of the article will permit. Any such article held in customs custody shall not be delivered until so marked, stamped, branded, or labeled, and until every such article of the importation which shall have been released from customs custody not so marked, stamped, branded, or labeled, shall be marked, stamped, branded or labeled, shall be marked, stamped, branded or labeled, in accordance with such rules and regulations as the Secretary of the Treasury may prescribe. Unless the article is exported under customs supervision, there shall be levied, collected, and paid upon every such article which at the time of importation is not so marked, stamped, branded, or labeled, in addition to the regular duty imposed by law on such article, a duty of 10 per centum of the appraised value thereof, or if such article is free of duty there shall be levied, collected and paid upon such article a duty of 10 per centum of the appraised value thereof.

Every package containing any imported article, or articles, shall be marked, stamped, branded, or labeled, in legible English words, so as to indicate clearly the country of origin. Any such package held in customs custody shall not be delivered unless so marked, stamped, branded, or labeled, and until every package of the importation which shall have been released from customs custody not so marked, stamped, branded, or labeled shall be marked, stamped, branded, or labeled, in accordance with such rules and regulations as the Secretary of the Treasury may prescribe.

The Secretary of the Treasury shall prescribe the necessary rules and regulations to carry out the foregoing provisions.

#### TRADE MARK RESTRICTION ON IMPORTS

Section 526. (a) That it shall be unlawful to import into the United States any merchandise of foreign manufacture if such merchandise, or the label, sign, print, package, wrapper, or receptacle, bears a trade-mark ouned by a citizen of, or by a corporation or association created or organized within the United States, and registered in the Patent Office by a person domiciled in the United States, under the provisions of the Act entitled "An Act to authorize the registration of trade-marks used in commerce with foreign nations or among the several States or with Indian tribes, and to protect the same." approved February 20, 1905, as amended, if a copy of the certificate of registration of such trade-mark is filed with the Secretary of the Treasury, in the manner provided in section 27 of such Act, and unless written consent of the owner of such trade-mark is produced at the time of making entry.

- (b) Any such merchandise imported into the United States in violation of the provisions of this section shall be subject to seizure and forfeiture for violation of the customs laws.
- (c) Any person dealing in any such merchandise may be enjoined from dealing therein within the United States or may be required to export or destroy such merchandise or to remove or obliterate such trade-mark and shall be liable for the same damages and profits provided for wrongful use of a trade-mark, under the provisions of such Act of February 20, 1905, as amended.

REVISORY POWERS GIVEN TO THE PRESIDENT

Section 315. (a) That in order to regulate the foreign commerce of the United States and to put into force and effect the policy of the Congress by this Act intended, whenever the President, upon investigation of the differences in costs of production of articles wholly or in part the growth or product of the United States and of like or similar articles wholly or in part the growth or product of competing foreign countries, shall find it thereby shown that the duties fixed in this Act do not equalize the said differences in costs of production in the United States and the principal competing country he shall, by such investigation, ascertain said differences and determine and proclaim the changes in classifications or increases or decreases in any rate of duty provided in this Act shown by said ascertained differences in such costs of production necessary to equalize the same thirty days after the date of such proclamation or proclamations such changes in classification shall take effect, and such increased or decreased duties shall be levied, collected, and paid on such articles when imported from any foreign country into the United States or into any of its possessions (except the Philippine Islands, the Virgin Islands, and the islands of Guam and Tutuila): Provided, That the total increase or decrease of such rates of duty shall not exceed 50 per centum of the rates specified in Title I of this Act, or in any amendatory Act.

(b) That in order to regulate the foreign commerce of the United States and to put into force and effect the policy of the Congress by this Act intended, whenever the President, upon investigation of the differences in costs of production of articles provided for in Title I of this Act, wholly or in part the growth or product of the United States and of like or similar articles wholly or in part the growth or product of competing foreign countries, shall find it thereby shown that the duties prescribed in this Act do not equalize said differences, and shall further find it thereby shown that the said differences in costs of production in the United States and the principal competing country can not be equalized by proceeding under the provisions of subdivision (a) of this section, he shall make such findings public, together with a description of the articles to which they apply, in such detail as may be necessary for the guidance of appraising officers. In such cases and upon the proclamation by the President becoming effective the ad valorem duty or duty based in whole or in part upon the value of the imported article in the country of exportation shall thereafter be based upon the American selling price, as defined in subdivision (f) of section 402 of this Act, of any similar competitive article manufactured or produced in the United States embraced within the class or kind of imported articles upon which the President has made a proclamation under subdivision (b) of this section.

The ad valorem rate or rates of duty based upon such American selling price shall be the rate found, upon said investigation by the President, to be shown by the said differences in costs of production necessary to equalize such differences, but no such rate shall be decreased more than 50 per centum of the rate specified in Title I of this Act upon such articles, nor shall any such rate be increased. Such rate or rates of duty shall become effective fifteen days after the date of the said proclamation of the President, whereupon the duties so estimated and provided shall be levied, collected, and paid on such articles when imported from any foreign country in the United States or into any of its possessions (except the Philippine Islands, the Virgin Islands, and the islands of Guam and Tutuila). If there is any imported article within the class or kind of articles, upon which the President has made public a finding, for which there is no similar competitive article manufactured or produced in the United States, the value of such imported article shall be determined under the provisions of paragraphs (1), (2), and (3) of subdivision (a) of section 402 of this Act.

That in ascertaining the differences in costs of production, under the provisions of subdivisions (a) and (b) of this section, the President, in so far as he finds it practicable, shall take into consideration (1) the differences in conditions in production, including wages, costs of material.

and other items in costs of production of such or similar articles in the United States and in competing foreign countries; (2) the differences in the wholesale selling prices of domestic and foreign articles in the principal markets of the United States; (3) advantages granted to a foreign producer by a foreign government, or by a person, partnership, corporation, or association in a foreign country; and (4) any other advantages or disadvantages in competition,

#### TARIFF COMMISSION TO ADVISE AND AID PRESIDENT

Investigations to assist the President in ascertaining differences in costs of production under this section shall be made by the United States Tariff Commission, and no proclamation shall be issued under this section until such investigation shall have been made. The commission shall give reasonable public notice of its hearings and shall give reasonable opportunity to parties interested to be present, to produce evidence, and to be heard. The commission is authorized to adopt such reasonable procedure, rules, and regulations as it may deem necessary.

The President, proceeding as hereinbefore provided for in proclaiming rates of duty, shall, when he determines that it is shown that the differences in costs of production have changed or no longer exist, which led to such proclamation, accordingly as so shown, modify or terminate the same. Nothing in this section shall be construed to authorize a transfer of an article from the dutiable list to the free list or from the free list to the dutiable list, nor a change in form of duty. Whenever it is provided in any paragraph of Title I of this Act, that the duty or duties shall not exceed a specified ad valorem rate upon the articles provided for in such paragraph, no rate determined under the provision of this section upon such articles shall exceed the maximum ad valorem rate so specified.

- (d) For the purpose of this section any coal-tar product provided for in paragraphs 27 or 28 of Title I of this Act shall be considered similar to or competitive with any imported coal-tar product which accomplishes results substantially equal to those accomplished by the domestic product when used in substantially the same manner.
- (e) The President is authorized to make all needful rules and regulations for carrying out the provisions of this section.
- (f) The Secretary of the Treasury is authorized to make such rules and regulations as he may deem necessary for the entry and declaration of imported articles of the class or kind of articles upon which the President has made a proclamation under the provisions of subdivision (b) of this section and for the form of invoice required at time of entry.

#### PREVENTING UNFAIR METHODS OF COMPETITION

Section 316. (a) That unfair methods of competition and unfair acts in the importation of articles into the United States, or in their sale by the owner, importer, consignee, or agent of either, the effect or tendency of which is to destroy or substantially injure an industry, efficiently and economically operated, in the United States, or to prevent the establishment of such an industry, or to restrain or monopolize trade and commerce in the United States, are hereby declared unlawful, and when found by the President to exist shall be dealt with, in addition to any other provisions of law, as hereinafter provided.

- (b) That to assist the President in making any decisions under this section the United States Tariff Commission is hereby authorized to investigate any alleged violation hereof on complaint under oath or upon its initiative.
- (c) That the commission shall make such investigation under and in accordance with such rules as it may promulgate and give such notice and afford such hearing, and when deemed proper by the commission such rehearing with opportunity to offer evidence, oral or written, as it may deem sufficient for a full presentation of the facts involved in such investigation; that the testimony in every such investigation shall be reduced to writing, and a transcript thereof with the findings and recommendations of the commission shall be the official record of the proceedings and findings in the case, and in any case where the findings

in such investigation show a violation of this section, a copy of the findings shall be promptly mailed or delivered to the importer or consignee of such articles; that such findings, if supported by evidence, shall be conclusive, except that a rehearing may be granted by the commission, and except that, within such time after said findings are made and in such manner as appeals may be taken from decisions of the United States Board of General Appraisers, an appeal may be taken from said findings upon a question or questions of law only to the United States Court of Customs Appeals by the importer or consignee of such articles; that if it shall be shown to the satisfaction of said court that further evidence should be taken, and that there were reasonable grounds for the failure to adduce such evidence in the proceedings before the commission, said court may order such additional evidence to be taken before the commission in such manner and upon such terms and conditions as to the court may seem proper; that the commission may modify its findings as to the facts or make new findings by reason of additional evidence, which, if supported by evidence, shall be conclusive as to the facts except that within such time and in such manner an appeal may be taken as aforesaid upon a question or questions of law only; that the judgment of said court shall be tinal, except that the same shall be subject to review by the United States Supreme Court upon certiorari applied for within three months after such judgment of the United States Court of Customs Appeals.

- (d) That the final findings of the commission shall be transmitted with the record to the President,
- (e) That whenever the existence of any such unfair method or act shall be established to the satisfaction of the President he shall determine the rate of additional duty, not exceeding 50 nor less than 10 per centum of the value of such articles as defined in section 402 of Title IV of this Act, which will offset such method or act, and which is hereby imposed upon articles imported in violation of this Act, or, in what he shall be satisfied and find are extreme cases of unfair methods or acts as aforesaid, he shall direct that such articles as he shall deem the interests of the United States shall require, imported by any person violating the provisions of this Act, shall be excluded from entry into the United States, and upon information of such action by the President, the Secretary of the Treasury shall, through the proper officers, assess such additional duties or refuse such entry; and that the decision of the President shall be conclusive.
- (f) That whenever the President has reason to believe that any article is offered or sought to be offered for entry into the United States in violation of this section but has not information sufficient to satisfy him thereof, the Secretary of the Treasury shall, upon his request in writing, forbid entry thereof until such investigation as the President may deem necessary shall be completed: Provided, That the Secretary of the Treasury may permit entry under bond upon such conditions and penalties as he may deem adequate.
- (g) That any additional duty or any refusal of entry under this section shall continue in effect until the President shall find and instruct the Secretary of the Treasury that the conditions which led to the assessment of such additional duty or refusal of entry no longer exist.

#### CONDITIONS FOR REVISING RATES OF DUTY

Section 317. (A) That the President when he finds that the public interest will be served thereby shall by proclamation specify and declare new or additional duties as hereinafter provided upon articles wholly or in part the growth or product of any foreign country whenever he shall find as a fact that such country—

Imposes, directly or indirectly, upon the disposition in or transportation in transit through or re-exportation from such country of any article tuholly or in part the growth or product of the United States any unreasonable charge, exaction, regulation, or limitation which is not equally enforced upon the like articles of every foreign country:

Discriminates in fact against the commerce of the United States, directly or indirectly, by law or administrative regulation or practice, by or in respect to any customs,

tonnage, or port duty, fee, charge, exaction, classification, regulation, condition, restriction, or prohibition, in such manner as to place the commerce of the United States at a disadvantage compared with the commerce of any foreign country.

- (B) If at any time the President shall find it to be a fact that any foreign country has not only discriminated against the commerce of the United States, as aforesaid, but has, after the issuance of a proclamation as authorized in subdivision (A) of this section, maintained or increased its said discriminations against the commerce of the United States, the President is hereby authorized, if he deems it consistent with the interests of the United States, to issue a further proclamation directing that such orticles of said country as he shall deem the public interests may require shall be excluded from importation into the United States.
- (C) That any proclamation issued by the President under the authority of this section shall, if he deems it consistent with the interests of the United States, extend to the whole of any foreign country or may be confined to any subdivision or subdivisions thereof; and the President shall, whenever he deems the public interests require, suspend, revoksupplement, or amend any such proclamation.
- (D) Whenever the President shall find as a fact that any foreign country places any burdens upon the commerce of the United States by any of the unequal impositions or discriminations aforesaid, he shall, when he finds that the public interest will be served thereby, by proclamation specify and declare such new or additional rate or rates of duty as he shall determine will offset such burdens, not to exceed 50 percentum ad valorem or its equivalent, and on and after thirty days after the date of such proclamation there shall be lexied, collected, and paid upon the articles enumerated in such proclamation when imported into the United States from such foreign country such new or additional rate or rates of duty; or, in case of articles declared subject to exclusion from importation into the United States under the provisions of subdivision (B) of this section, such articles shall be excluded from importation.
- (E) Whenever the President shall find as a fact that any foreign country imposes any unequal imposition or discrimination as aforesaid upon the commerce of the United States, or that any benefits accrue or are likely to accrue to any industry in any foreign country by reason of any such imposition or discrimination imposed by any foreign country other than the foreign country in which such industry is located, and whenever the President shall determine that any new or additional rate or rates of duty or any prohibitions hereinbefore provided for do not effectively remove such imposition or discrimination and that any benefits from any such imposition or discrimination accrue or are likely to accrue to any industry in any foreign country, he shall, when he finds that the public interest will be served thereby, by proclamation specify and declare such new or additional rate or rates of duty upon the articles wholly or in part the growth or product of any such industry as he shall determine will offset such benefits, not to exceed 50 per centum ad valorem or its equivalent, upon importation from any foreign country into the United States of such articles and on and after thirty days after the date of any such proclamation such new or additional rate or rates of duty so specified and declared in such proclamation shall be levied, collected, and paid upon such articles.
- (IF) All articles imported contrary to the provisions of this section shall be forfeited to the United States and shall be liable to be seized, prosecuted, and condemned in like manner and under the same regulations, restrictions, and provisions as may from time to time be established for the recovery, collection, distribution, and remission of forfeitures to the United States by the several revenue laws. Whenever the provisions of this Act shall be applicable to importations into the United States of articles wholly or in part the growth or product of any foreign country, they shall be applicable thereto whether such articles are imported directly or indirectly.
- (G) It shall be the duty of the United States Tariff Commission to ascertain and at all times to be informed

whether any of the discriminations against the commerce of the United States enumerated in subdivisions (A), (B), and (E) of this section are practiced by any country; and if and when such discriminatory acts are disclosed, it shall be the duty of the commission to bring the matter to the attention of the President, together with recommendations.

(H) The Secretary of the Treasury with the approval of the President shall make such rules and regulations as are necessary for the execution of such proclamations as the President may issue in accordance with the provisions of this section.

(I) That when used in this section the term "foreign country" shall mean any empire, country, dominion, colony, or protectorate, or any subdivision or subdivisions thereof (other than the United States and its possessions), within which separate tariff rates or separate regulations of commerce are enforced.

#### ADMINISTRATIVE PROVISIONS

Section 313. \* \* \* On the exportation of flavoring extracts, medicinal or toilet preparations (including perfumery) hereafter manufactured or produced in the United States

part from domestic alcohol on which an internal-revenue tax has been paid, there shall be allowed a drawback equal in amount to the tax found to have been paid on the alcohol so used. Such drawback shall be determined and paid under such rules and regulations, and upon the filing of such notices, bonds, bills of lading, and other evidence of payment of tax and exportation, as the Secretary of the Freasury shall prescribe.

Section 402. Value. (a) For the purposes of this Act the value of imported merchandise shall be-

The foreign value or the export value, whichever

is higher;
(2) If neither the foreign value nor the export value

can be ascertained to the satisfaction of the appraising officers, then the United States value.

(3) If neither the foreign value, the export value, nor the United States value can be ascertained to the satisfaction of the appraising officers, then the cost of pro-

duction;
(4) If there be any similar competitive article manufactured or produced in the United States of a class or kind upon which the President has made public a finding as provided in subdivision (b) of section 315 of Title III

of this Act, then the American selling price of such article.

(b) The foreign value of imported merchandise shall be the market value or the price at the time of exportation of such merchandise to the United States, at which such or similar merchandise is freely offered for sale to all purchasers in the principal markets of the country from which exported, in the usual wholesale quantities and in the ordinary course of trade, including the cost of all con-tainers and coverings of whatever nature, and all other costs, charges, and expenses incident to placing the mer-chandise in condition, packed ready for shipment to the United States.

(3) The export value of imported merchandise shall be

the market value or the price, at the time of exportation of such merchandise to the United States, at which such or similar merchandise is freely offered for sale to all purchasers in the principal markets of the country from which exported, in the usual wholesale quantities and in the ordinary course of trade, for exportation to the United States, plus, when not included in such price, the cost of all containers and coverings of whatever nature, and all other costs, charges, and expenses incident to placing the merchandise in condition, packed ready for shipment to the United States. If in the ordinary course of trade imported merchandise is shipped to the United States to an agent of the seller, or to the seller's branch house, pursuant to an order or an agreement to purchase (whether placed or entered into in the United States or in the foreign country), for delivery to the purchaser in the United States, and if the title to such merchandise remains in the seller until such delivery, then such merchan-disc shall not be deemed to be freely offered for sale in the principal markets of the country from which exported for exportation to the United States, within the meaning of this subdivision.

(d) The United States value of imported merchandise shall be the price at which such or similar imported merchandise is freely offered for sale, packed ready for delivery, in the principal market of the United States to all purchasers, at the time of exportation of the imported merchandise, in the usual wholesale quantities and in the ordinary course of trade, with allowance made for duty, cost of transportation and insurance, and other necessary expenses from the place of shipment to the place of delivery, a commission not exceeding 6 per centum, if any has been paid or contracted to be paid on goods secured otherwise than by purchase, or profits not to exceed 8 per centum and a reasonable allowance for general expenses, not to exceed 8 per centum on purchased goods.

(e) For the purpose of this title the cost of production of imported merchandise shall be the sum of-

(1) The cost of materials of, and of fabrication, manipulation, or other process employed in manufacturing or producing such or similar merchandise, at a time preceding the date of exportation of the particular merchandise under consideration which would ordinarily permit the manufacture or production of the particular merchandise under consideration in the usual course of business;

(2) The usual general expenses (not less than 10 per centum of such cost) in the case of such or similar merchandise;

(3) The cost of all containers and coverings of whatever nature, and all other costs, charges, and expenses incident to placing the particular merchandise under consideration in condition, packed ready for shipment to the United States;

(4) An addition for profit (not less than 8 per centum of the sum of the amounts found under paragraphs (1) and (2) of this subdivision) equal to the profit which ordinarily is added, in the case of merchandise of the same general character as the particular merchandise under consideration, by manufacturers or producers in the country of manufacture of production who are engaged in the production or manufacture of merchandise on the same class

(f) The American selling price of any articles manufactured or produced in the United States shall be the price, including the cost of all containers and coverings of whatever nature and all other costs, charges, and expenses incident to placing the merchandise in condition packed ready for delivery, at which such article is freely offered for sale to all purchasers in the principal market of the United States, in the ordinary course of trade in the usual wholesale quantities in such market, or the price that the manufacturer, producer, or owner would have received or was willing to receive for such merchandise when sold in the ordinary course of trade and in the usual wholesale quantities, at the time of exportation of the imported article.

Section 622. Emergency of War.-Whenever the President shall by proclamation declare an emergency to exist by reason of a state of war, or otherwise, he may authorize the Secretary of the Treasury to extend during the con-tinuance of such emergency the time herein prescribed for

the performance of any act.

## ADDITIONAL WASHINGTON NEWS

#### Hoover Names Chemical Conferees

WASHINGTON, Sept. 19. - Chemical manufacturers representing the organic chemical industry conferred recently with Secretary of Commerce Hoover, Julius Klein, director of the Bureau of Foreign and Domestic Commerce, and C. R. De Long, the newly appointed director of the Chemical Division, on co-operation between the chemical industry and the Department of Commerce, Following the meeting. Mr. De Long announced that the executive committee of the Manufacturing Chemists' Association will act as a permanent advisory committee to the newly organized Chemical Division in order that the division may be of the fullest value to the industry in the expansion of foreign markets for American organic chemicals. A similar com-(Continued on page 300)

# LEGITIMATE ALCOHOL USERS FACE NEW LAW MENACE

Bill Introduced to Give Prohibition Unit Full Control and Put Haynes on Basis of a Cabinet Officer-New Formulas Issued-Big Sum Asked for Enforcement.

WASHINGTON, Sept. 19. - With Prohibition Mimeograph 282 rescinded. Treasury Decision 3.335 in the discard and an apparent purpose of the Treasury Department to recognize the fact that the Volstead Law gives mandatory rights to users of industrial and medicinal alcohol, as well as to prohibition enforcement agencies, a new menace looms on the alcohol horizon. It is intended to stem the tide of liberality toward manufacturers using industrial alcohol and put the enforcement of the anti-beverage half of the law safely in the paramount position which has been threatened with extinction.

Identical bills have been introduced by Senator Ernst, of Kentucky (Senate 3.713), and Representative Wood, of Indiana (House 12,035), entitled "A Bill to Establish a Bureau of Prohibition and for Other Purposes." It takes away from the Treasury Department and the Internal Revenue Bureau all connection with the administration of the Volstead Act and gives autocratic power to the Prohibition Commissioner, who is to receive a salary of \$10,000 a year. Section 2 practically yests in this Commissioner all of the power now exercised by the Secretary of the Treasury and his agents are rated as being equivalent in power to Collectors of Internal Revenue.

The preparation and introduction of this dangerous bill have gone on very quietly and its purport has amazed persons who have read its sweeping provisions,

Following the publication last month of the drastic and impossible provisions of Mimeograph 282, the Internal Revenue Burcau has rescinded it. This action was due to the general revolt of legitimate users of industrial and medicinal alcohol, who had become tired of the unnecessary and often costly requirements made upon them by the prohibition enforcement authorities and considered this the "last straw." Vigorous opposition was put up successfully by the American Drug Manufacturers' Association, the National Wholesale Druggists, Association, the National Association of Retail Druggists, the Flavoring Extract Manufacturers' Association of the United States, the Proprietary Association and the American Manufacturers of Toilet Articles. In the conferences with acting Internal Revenue Commissioner Smith, Richard H. Bond represented the Flavoring Extract Association, and W. L. Crounse appeared for the Toilet Manufacturers.

#### NEW BONDING REGULATION EXPECTED SOON

It is announced that the new bonding regulation eliminating the objectionable features of cancelled Treasury Decision 3,335, with other modifications, is about ready to be issued after conferences by the Revenue authorities and the representatives of the trade interests affected.

Meanwhile one of its unobjectionable provisions is being meanwhile one of its unonjectionable provisions is being put into effect, Commissioner Haynes having cut some of the red tape surrounding the procurement of supplies of alcohol by druggists. The amount allowed is increased and the conditions generally are less drastic than formerly. In connection with the bonding regulation it is well for manufacturers and others holding basic permits to remember that renewal applications for 1923 permits must be filed before. November 1. They can be filed now.

before November 1. They can be filed now,

#### REGULATIONS FOR USE OF DENATURED FORMULAS.

Appendix to Regulations No. 61 has just been issued. entitled "Formulae for Completely and Specially Denatured Alcohol; September, 1922." It gives six formulas, with full specifications, for completely denatured alcohol and 74 formulas for specially denatured alcohol, the numbers running up to to 49, the others being lettered variations of numbered formulas. Formula 39-C, published in the August number (page 245) of The American Perfumer and Essential Oil Review, is not included, evidently having been issued after the Regulations had gone to press.

#### SUPPLEMENT MADE TO SPECIAL FORMULA 39-C

Pro-Mimeograph Coll. No. 3002, issued August 25 by Commissioner Blair, relates the proof of alcohol to be used for denaturation according to Special Formula 39-C. It is as follows:

"In accordance with the provisions of the second paragraph of Article 101, Regulations No. 61, it is hereby provided that alcohol of 1920 proof may be used by proprietors of duly qualified denaturing plants in the manufacture of specially denatured alcohol formula 39-C in addition to formulas Nos. 39, 39-A, 39-B and 40 as stated in Pro-Mim. Coll. No. 2935."

#### RECOVERY OF DENATURED ALCOHOL FOR RE-USE.

T. D. 3392, issued by Commissioner Blair gives permission for the recovery for re-use of specially denatured alcohol, Formula No. 30, for laboratory purposes, permitted. It follows .

"Formula No. 30 for special denaturation of alcohol to be used for chemical and physical laboratory purposes, photo dry plates, manufacturing vegetable oils, varnish, and white petroleum oils (conditional) will hereafter read as follows .

"To every 100 gallons of ethyl alcohol, 190 proof or more, add 10 gallons of pure methyl alcohol of a specific gravity of not more than 0.810,

"The denatured alcohol may be recovered for re-use, provided such recovery is accomplished by simple distillation without the use of oxidizing agents, for example, the common laboratory practice of removing acidity by distillation over caustic soda.

"All applications for specially denatured alcohol, Formula No. 30, must be made on Form 1479 and accompanied by bond, Form 1480, as required by Regulations No. 61, Article 114. Users of this formula, whether for laboratory or other purposes, must keep records and otherwise comply with the law and regulations governing the use of specially denatured alcohol by manufacturers.

"Treasury Decision 2793 is hereby revoked."

#### SPECIALLY DENATURED ALCOHOL FORMULA NO. 23-F.

The following formula to be known as specially denatured alcohol Formula No. 23-F, has been authorized by Com-missioner Blair for use in the manufacture of liniments and lotions for external purposes:

To every 100 gallons of pure ethyl alcohol add 3 lbs. of salicylic acid U. S. P., 1 lb. of Resorcin U. S. P., 1 gal, oil of Bergamot N. F. IV.

#### COST OF FEDERAL DRY LAW ENFORCEMENT.

Internal Revenue Bureau's statement for the fiscal year ended June 30, 1922, reports receipts from the enforcement of the Volstead prohibition law as \$1,987,615.19, as against \$2,152,387.45 collected during the previous fiscal year. This does not include fines in criminal prosecutions. The amount expended in enforcement of the prohibition law was \$6,347,000. Estimating the unreported receipts from fines at \$2,400,000, about the amount of the previous year. although the sum probably was smaller, the result indicates that the net loss to the taxpayers of the Nation through Federal prohibition law enforcement was approximately \$2,000,000, at least.

Commissioner Haynes is understood to want an appropriation of \$9,858,220 for the fiscal year 1923,

#### Finds Many Helpful Things

(E. E. Hess Drug Co., Brook, Ind.)

We find many helpful things in THE AMERICAN PER-FUMER & ESSENTIAL OIL REVIEW.

# NEW LIGHT ON GOVERNMENT CONTROL OF ALCOHOL

Law Has Two Parts, as Enacted, But Not Observed Until Recently, as Seen by C. P. SMITH, Assistant Internal Revenue Commissioner, Who Construes Its Provisions

It had been expected that the presence of Wayne B. Wheeler, the spakesman of the Anti-Saloonists, would be the chief feature of the opening of the Chemical Exposition, but he got away without answering a single one of the many questions that were ready for him. But the chemists were not disappointed when they heard the address of Mr. C. P. Smith, assistant and often acting Commissioner of Internal Revenue at Washington. Mr. Smith is a man without bias, one who wants all laws enforced properly and without discrimination. His address given below is a wonderfully illuminating document, and should be thoroughly read and digested by our readers:

"The manufacture and sale of distilled spirits have been subject to governmental regulation in this country almost from its foundation. During Washington's administration a tax was imposed upon the manufacture of liquor and the imposition of the tax was resisted by many distillers. Washington called for 15,000 volunteers to put down the incipient rebellion and it came to nothing. From that time to the present taxes have been imposed upon the manufacture of spirits and regulation has been necessary in order to collect those taxes.

"For the first hundred years of our national existence, distilled spirits were produced almost exclusively for beverage purposes. The manufacture of high-proof alcohol was unknown or unimportant until after the year 1870. With the development of the arts and industries the use of alcohol became more and more important. The heavy taxes to which it was subjected led manufacturers to petition Congress for relief from the tax upon alcohol which was to be used exclusively for manufacturing purposes. This demand was heeded by Congress in 1906 when the first law was passed which authorized the removal of alcohol from bonded distillery warehouses without payment of tax, provided it was sufficiently denatured to render it untit for beverage purposes or for the manufacture of medicinal Ever since 1906 it has been possible to propreparations. cure denatured alcohol without payment of tax.

"During the war period industrial alcohol came into its own. The production of denatured alcohol in 1914 amounted to approximately 10.500,000 gallons. The amount produced in 1916 was 46,000,000 and in 1917, 55,000,000 gallons. Alcohol played an important part in the winning of the war for the Allies. The regular alcohol distilleries in this country could not supply the war demand and many of the whiskey distilleries which had not heretofore produced high-proof alcohol were called upon and by installing redistillation columns, these whiskey plants were enabled

to help meet the demand.

"The National Prohibition Act brought about an important change in the governmental regulation of alcohol. Prior thereto the government was concerned principally with its production. After the Act became effective it was concerned both with its production and its sale. Whereas prior to the Act pure or undenatured alcohol could be readily obtained for manufacturing purposes, after it became effective such alcohol could be obtained only upon

permits.

"The National Prohibition Act was passed for the purpose of devising machinery to make effective the provisions of the Enghteenth Amendment to the Constitution. That amendment prohibits 'the manufacture, sale or transportation of intoxicating liquors within, the importation thereof into, or the exportation thereof from the United States and all territory subject to the jurisdiction thereof for beverage purposes.' Note that it was only 'for beverage purposes' that the manufacture and sale of intoxicating liquors was

prohibited. The National Prohibition Act was drafted at a time when Congress was fully cognizant of the importance of industrial alcohol to the arts and industries and to national

defense

"It sought to do two things: (1) to make effective the Eighteenth Amendment to the Constitution, that is to prevent the manufacture and sale of intoxicating liquors for heverage purposes; (2) to insure an ample supply of alcohol for the arts and industries. This is shown by the descriptive title of the Act which is 'An Act to prohibit intoxicating beverages, and to regulate the manufacture, production, use and sale of high-proof spirits for other than beverage purposes, and to insure an ample supply of alcohol and promote its use in scientific research and in the development of fuel, dye and other lawful industries.'

"Title II of the Act was for the purpose of accomplishing the first-named object. It rang the death knell of 'booze.' Title III of the act was for the purpose of accomplishing the second object. It is entitled 'Industrial Alcohol.' The objects to be accomplished are clearly indi-

cated by section 13, which reads as follows:

"The commissioner shall from time to time issue regulations respecting the establishment, bonding and operation of industrial alcohol plants, denaturing plants and bonded warehouses authorized herein, and the distribution, sale, export and use of alcohol which may be necessary, advisable or proper to secure the revenue, to prevent diversion of the alcohol to illegal uses and to place the non-beverage alcohol industry and other industries using such alcohol as a chemical raw material or for other lawful purposes upon the highest possible plane of scientific and commercial efficiency consistent with the interests of the Government, and which shall insure an ample supply of such alcohol and promote its use in scientific research and the development of fyels, dyes and other lawful products."

No administrative officer has a right to ignore either. Neither has he a right to emphasize the one to the detriment of the other. The manufacture and sale of intoxicating liquor as a beverage is prohibited by the Constitution and by the Act. The manufacture and sale of alcohol for industrial turboses is not only not prohibited but it is measuraged.

trial purposes is not only not prohibited but it is encouraged.

"The importance of alcohol to the arts and industries is not generally known by the public. In its mind alcohol is associated with 'booze.' It is not known that it enters largely into hundreds of manufacturing processes, is extensively used in the manufacture of thousands of pharmaceuticals and is absolutely essential to the chemical industries. It would be presumptuous for me to attempt to point out to representatives of the chemical industries its importance to them. The chemist would be at a loss to proceed without it. Suffice it to say that the officials of the Internal Revenue Bureau are not insensible to its importance to them. Congress has never been hostile to the manufacto them. Congress has never been hostile to the manufac-ture of alcohol for industrial purposes. The National Pro-hibition Act is not hostile to it. The Bureau of Internal Revenue desires to carry out the will of Congress as ex-pressed by that Act and by other Acts relating to its pro-duction and sale. The Bureau does not take the attitude that manufacturers and others needing alcohol in legitimate industry are entitled to purchase it under sufferance. They are entitled to purchase it under the law. That right is a legal right which is entitled to the same respect as any other legal right. If any prohibition enforcement officer is of a different opinion, that opinion is not shared by the responsible officials of the Bureau.

#### PRODUCTION

"The production of industrial alcohol for non-beverage purposes has not been interfered with by the National Prohibition Act. That Act had its genesis at a time when Congress was fully awake to the part that alcohol had played to the World War. It was anxious to encourage the alcohol industry not only that this country might be independent of European countries for its dyes, but also as a means of national defense. The Bureau is anxious to carry out the wishes of Congress in this regard. The only thing that it is concerned with upon this point is that the alcohol which is produced for non-beverage purposes shall not be diverted to beverage purposes. In order to do this it has been necessary to formulate regulations and to provide that pure or undenatured alcohol, which may readily be converted into beverage purposes, shall be sold only upon permits to purchase. These permits have, in the past, often been forged under circumstances which would indicate connivance on the part of the officials or agents of the manufacturer in the violation of the law. Some alcohol manufacturers have undoubtedly found it very difficult and unprofitable to do business under the Prohibition Act, but the Bureau is anxious not to destroy a legitimate industry or business where the owners or officials are not clearly and intentionally violating the law.

#### DISTRIBUTION OF INDUSTRIAL ALCOHOL

"The real problem created by the National Prohibition Act for manufacturers and users of industrial alcohol relates to its distribution. Prior to its effective date, persons requiring the use of alcohol in their business ordinarily purchased it from a wholesale chemical dealer along with other chemicals. The distribution was made at a nominal cost.

"The wholesale chemical dealer was the channel of distribution until the issuance of T. D. 3208, which was prompted by an opinion of the Attorney-General dated February 2, 1921. That opinion held that none besides manufacturers, importers and wholesale druggists could properly, under the National Prohibition Act, be given permit to sell intoxicating liquors. Title II of the Act defines this item as including alcohol. Ergo only manufacturers, importers and wholesale druggists can lawfully sell undenatured alcohol. I am not clear in my own mind that the opinion of the Attorney-General must necessarily be interpreted as above indicated. The pertinent paragraph of the opinion is as follows:

"'As to industrial alcohol, insofar as the term is applied to denatured alcohol, that is, alcohol which is not fit for beverage purposes, the above provisions do not apply since the words "liquor" and "intoxicating liquor," as defined in Section 1 of Title II, while including alcohol, do not include alcohol which is not "fit for beverage purposes." Section 10 of Title III provides that "alcohol lawfully denatured may, under regulations, be sold free of tax either for domestic use or for export;" and section 13 provides that the Commissioner of Internal Revenue shall issue regulations respecting industrial alcohol plants, and the distribution, sale, export and use of alcohol which may be necessary to secure the revenue, to prevent diversion of the alcohol to illegal uses, etc. This section seems to furnish the only limitations upon industrial alcohol found in Title III, but insofar as alcohol fit for beverage purposes is concerned, they are in addition to those laid down in Title II.

The question at issue is whether high-proof ethyl alcohol is fit for beverage purposes. Every chemist knows that 95% ethyl alcohol is not fit for beverage purposes. If such is the case, it would appear to be entirely proper for the Bureau to grant permits to such dealers to sell it, provided, of course, it was considered desirable to grant such permits.

"The present method of distribution of alcohol is unsatisfactory. After T. D. 3208 was issued, a number of industrial alcohol factories established agencies in different cities for the distribution of their output. In some of these cases the agents proved 'crooked' and got their principals into trouble. In other cases the agencies were operated at a loss. The effect was that the companies made no money and the ultimate cost of alcohol to the consumer was increased. "If the National Prohibition Act can be construed to permit the Commissioner of Internal Revenue to grant permits to responsible chemical dealers, to deal in alcohol, the pure as well as the denatured, and such a method of distribution would result in a cheapened supply without increasing the ease with which the law can be violated, I, personally, am of the opinion either that the law should be so construed as to permit the granting or that there should be supple-

mentary legislation which would warrant such a method of distribution.

"In the past legitimate users of pure alcohol have sometimes been hampered in their manufacturing operations by not being able to get alcohol in the quantities called for in their applications. These applications have been cut down, even though, under the law, they were entitled to purchase all that was asked for. This situation has recently been remedied by the promulgation of T. D. 3381, dated August 4. The Director will hereafter approve permits for the purchase of alcohol unless he has some ground other than suspicion for not doing so. This will indicate to you that the Bureau is moving in the right direction.

"This change in the regulations may necessitate another change in the policy of dealing with applications for permits. Heretofore applications of permits to purchase alcohol for manufacturing purposes have generally been granted where nothing can be found against the applicant. The result has been the granting of thousands of permits to persons desiring to manufacture hair tonics, flavoring extracts and patent medicines. The situation in the flavoring extract industry is demoralized. It is needless to say that much of the alcohol sold to these small manufacturers for industrial purposes is utilized in the making of bootleg' whiskey. It is very probable that there will come a time when a man must show more than that he has never served a jail sentence before he will be entitled to receive a permit to purchase pure alcohol for manufacturing purposes. That day will be hailed with delight by legitimate users of alcohol.

#### THE FUTURE

"The future of the alcohol industry in this country seems to me to be very promising. With the improvement of business, the demand for alcohol must increase. The dye industry is now on a stable basis and it demands large quantities of alcohol. The alcohol motor fuel industry is also on a sound basis. In the light of these facts the Internal Revenue Bureau would be shortsighted, indeed, if it took a hostile attitude toward the industrial alcohol industry. I assure you that it does not. If it did so, it would be a violator of the law and not be setting a proper example to the public. Law observance, like charity, begins at home."

#### ADDITIONAL WASHINGTON NEWS

(Continued from page 297.)

mittee will be appointed in the synthetic organic chemical industry with the co-operation of the Synthetic Organic Chemical Manufacturers' Association, it was announced.

Chemical Manufacturers' Association, it was announced. The personnel of the newly appointed committee is: Henry Howard, chairman, of Cleveland; S. W. Wilder, Merrimac Chemical Company, Boston; E. M. Allen, president Mathieson Alkali Works, New York; Robert T. Baldwin, National Aniline & Chemical Co., New York; Dr. Charles L. Reese, E. I. du Pont de Nemours & Co., Wilmington; A. G. Rosengarten, Powers-Weightman-Rosengarten, Philadelphia; Lancaster Morgan, General Chemical Co., New York, and H. H. Dow, Dow Chemical Co., Midland, Mich.

#### SOAP AND PERFUMERY STAMP TAX RECEIPTS.

The preliminary report of the Internal Revenue Bureau for the liscal year ending June 30, 1922, gives the following figures of receipts for collections of excise taxes on the articles named below:

Toilet soaps and toilet soap powders, \$1,324,600,55, being a decrease of \$859,173.44, from the 1921 report.

Perfumes, cosmetics and medicinals, \$2,305,482.25, a reduction of \$3,495,286.16 from the 1921 period.

These figures are not particularly significant, for the stamp taxes were abolished January 1, 1922, at the end of the first half of the fiscal year.

#### TRADE COMMISSION SENT TO BERLIN,

The appointment of Arthur J. Grey, this city, as American commodity Trade Commissioner to the Berlin office of the Department of Commerce is announced by the Bureau of Foreign and Domestic Commerce. For six years Mr. Grey engaged in foreign trade, first as traveling representative for American firms in Belgium and France and later as a principal, with offices in this city, Paris and Buenos Aires.

# EIGHTH CHEMICAL EXPOSITION PROVES BIG SUCCESS

Great Interest Taken by 60,000 Visitors in 400 Exhibits of Raw Materials, Machinery and Products-Lahor-Saving Machinery and Equipment Featured-Thomas A. Edison Among Numerous Visitors at The American Perfumer's Booth-Lectures an Added Feature-Some of the Exhibits.

The important role that machinery is destined to play in the solution of manufacturing problems in the coming years was strikingly foreshadowed at the Eighth Annual Exposition of Chemical Industries held in Grand Central Palace, New York City, during the week of September 11. Not only were there more exhibits of machinery and equipment than in previous expositions but the exhibits were primarily of labor-saving machinery, of machinery designed to save minutes of time or of machinery made to doubk and triple the output of previous apparatus of the same kind. Inquiries by the 60,000 persons who visited the exposition, bore out the conviction that there is a greater interest in newer and more efficient means of mechanical production than ever before.

Open meetings held during the week added much to the interest of the exposition. These were arranged for the purpose of affording discussion of some of the vital problems before the industry by the men most One such meeting, for instance, was concerned. scheduled for the opening night, when it was understood that Wayne B. Wheeler, counsel for the Anti-Saloon League, would speak on the attitude of the League toward the industrial use of alcohol and would answer questions which would be helpful to those legitimate users of alcohol who have not fully understood the purposes and actions of the League.

Considerable disappointment consequently was expressed by many who went prepared to ask definite questions, when Mr. Wheeler delivered his usual address on the aims of the prohibition law and then excused himself, leaving the hall at once. The abrupt termination of what was expected to result in closer and more effective co-operation between the League and the industry made it impossible for any solution to be offered on points in which legitimate users of alcohol

and the League differ.

The Synthetic Organic Chemical Manufacturers' Association held its meeting on Tuesday afternoon. The only paper of interest to our readers was that by B. T. Bush, president of the Antoine Chiris Co., on "Synthetic Perfumes." In introducing Mr. Bush, Dr. Herty, the chairman, referred to him as "one of the high lights of the aromatic chemical industry in the United States." In his talk, Mr. Bush pointed out that just as the chemist produces colors for the artist to blend so also does he produce new odors for perfumers to blend.

The booth maintained by THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW for the convenience of its readers who visited the exposition proved to be a popular meeting place for men in the trade. Among the numerous visitors at this booth were Thomas A. Edison; B. T. Bush, Antoine Chiris Co., New York; Edwin Sefton, Harriet Hubbard Ayer, New York; E. M. Loveland, B. T. Babbitt, Inc., New York; William Brewster, State College of Washington, Pullman, Wash.; C. R. DeLong, Department of Commerce, Washington, D. C.; L. A. Rosett, Charles L. Senior and A. Katz, Florasynth Laboratories, Unionport, N. Y.; Herbert Kranich, Kranich Chemical Co., Brooklyn, N. Y.; Mr. and Mrs. C. E. Ising, Flushing, N. Y.; and Mrs. C. T.

Johnson, Pittsburgh, Pa; F. A. Schwannecke, French Cosmetic Mfg. Co., New Rochelle, N. Y.; John Friedrich, Jr., John H. Healy, and Paul Frailey, of the Friedrich Friedrich Co., Inc., Philadelphia, Pa. Dr. Carleton Ellis, Montclair, N. J.; F. W. Green, National Aniline & Chemical Co., N. Y.; A. Doolittle and J. H. Hall, Compagnie Parento, Inc., New York; C. A. Myers, Jr., Dodge & Olcott Co., New York; Ralph Wilson, New York; L. Roon, Standard Mineral Co., New York; Gustave Mahlck, Essential Oil Co., Trenton, N. J.; A. L. Van Ameringen, New York; J. A. Handy, Larkin Co., Buffalo, N. Y.; T. C. Wheaton, Millville, N. J., and E. S. Hagerthey, New York, of T. C. Wheaton Co., Millville, N. J.; O. A. Brown, New York; F. W. C. Ross, Plymouth Organic Laboratories, New York; Frank R. Steele, Morana, Inc., New York; Dr. H. E. Howe, Editor Journal of Industrial & Engineering Chemistry, Washington, D. C. W. G. Ungerer, New York; A. Goeding, Suffern, N.

neering Chemistry, Washington, D. C.

W. G. Ungerer, New York; A. Goeding, Suffern, N. Y.; H. H. Sawyer, Frank J. Roe, H. G. Dalrymple, of Trade Laboratories, Newark, N. J.; Dr. and Mrs. E. G. Thomssen, Hoboken, N. J.; Dr. Allen Rogers, Pratt Institute; Henry Pfaltz, Pfaltz & Bauer, New York; J. Judd Mason, Julian W. Lyon & Co., New York; T. T. Pergament and Chas. Pergament, New York; T. T. Pergament and Chas. Pergament, New York; L. J. Woolf, H. Kohnstamm & Co., New York; A. Alexander, New York; V. E. Meadows, W. C. Siebert, L. Sasmor and A. E. Mullen, of Trece Laboratories, Inc., New York; F. H. Leonhardt, Fritzsche Brothers, Inc., New York; C. E. Davis, National Biscuit Co., and George K. Diller, Wheeling Stamping Co., New York. A brief summary of the exhibits of interest to readers of

A brief summary of the exhibits of interest to readers of

this journal follows:

#### RAW MATERIALS

Rhodia Chemical Co., New Brunswick, N. J.—A feature of this company's exhibit was a large frame containing photographs of the plants of the Société Chimique des Usines du Rhone with which it is associated. .Coumarin was also shown. The company was represented by Dr. Max Mueller, Charles F. Kelly, and A. C. Robertson.

United States Industrial Alcohol Co., and United States Industrial Chemical Co., New York, N. Y.—The complete line of products made by these companies were shown. It was announced that the company manufactures seventy-six approved formulas of denatured alcohol. Booklets were distributed, giving the various formulæ for denatured alcohol. The company was represented by Burnell R. Tunison, Frederick Steffens and Warren Gofren.

Innis, Speiden & Co., New York, N. Y .- Four grades of tale made by the Pacific Coast Tale Co. for which the company is sales agent, were shown. Other standard chemicals handled by the company were also exhibited. The company was represented by C. Leith Speiden, E. H. Manahan

and G. Mackalcan.

Florasynth Laboratories, Unionport, N. Y .- Among the new products shown by this company was Vanillarome, a synthetic product which resembles the taste and aroma of Mexican Vanilla Beans. Diethyl phthalate, Rhodinol, Diethyl phthalate, Methylanthranilate in crystal form and graposynth, a new synthetic grape flavor, as well as aldehydes and ketones for the manufacture of flavors were shown. Isobutyl indol and benzophenone used as fixatives were also shown. The company was represented by Alexander Katz, Louis A. Rosett, and Charles L. Senior.

Mathiesen Alkali Works, Inc., New York, N. Y.—Soda h and caustic were displayed by this company. The Comash and caustic were displayed by this company. monwealth Chemical Corporation which is allied with this company exhibited benzoate of soda, benzaldehyde, benzoic acid and coumarin. The company was represented by John A. Kienle, John W. Boyer, Benj. T. Brooks, J. H. Mac-Mahon, H. M. Mabey, E. E. Routh, J. A. Rose, W. D. Marsall, R. J. Quinn, R. C. Staples, R. B. Tarleton, J. B. Peake, R. A. McMichael, G. N. Davis, A. E. Wunerstrom, R. C. Mitchell, and J. Douglas MacMahon.

Alcohol Warehouse Corporation, New York, N. Y.—This company exhibited products used to denature alcohol and also products genatured with its alcohol. The company denatures alcohol in New York City and announced that it can supply all formulas. The company was represented by Dr. Leo S. Sacharoff, B. A. Goldstein, and Thomas B. Snow.

Roessler & Hasslacher Chemical Co., New York, N. Y.— This company exhibited peroxide zinc soap which it is manufacturing. Zinc stearate was also shown. The company was represented by C. H. Proctor, Wm. J. Schneider, and Dr. B. S. Lacy.

Commercial Solvents Corporation, Terre Haute, Ind.— This company exhibited normal hexylalcohol from which is obtained normal hexylaldehyde, from which in turn a variety of products used in the manufacture of perfumes and flavors are obtained. Other products of interest shown were butanol, butyric acid and butylalcohol. The company was represented by H. E. Hall, C. L. Gabriel and A. R. Knight.

represented by H. E. Hall, C. L. Gabriel and A. R. Knight. Mallinckrodt Chemical Works, St. Louis, Mo.—Mallinckrodt reagent quality chemicals were introduced and a red book of methods of testing them was distributed. The company also showed stearate of zinc. George Felder represented the company.

Bachmeier & Co., Inc., New York, N. Y.—Certified pure food colors were shown in all shades for flavoring extract manufacturers and others. The exhibit was in charge of William Bauer, John H. Bachmeier and G. P. Lord.

#### MACHINERY

Alsop Engineering Co., New York, N. Y.—Alsop filters were on display with demonstrators to show how they operate in actual practice. Two sizes of filters were shown, the small size and the new large size. The company was represented by Samuel Alsop, H. C. Sibley and W. E. Picken.

Economic Machinery Co., Worcester, Mass.—The World Labeler Jr., embracing a number of new improvements, as well as the standard World Labeler was shown. New improvements have been added, it was announced and the labeler is equipped to handle all shapes of bottles and boxes. It was announced that machines installed in 1913 are still giving satisfactory service. The company was represented by Leonard W. Howell, Arthur O. Frykholm, Clarence C. Butler, William G. Malm, August C. Meyer and E. V. Wilkins.

Liquid Carbonic Co., Chicago, III.—A bottle filling machine for filling 1,500 quart bottles per hour was shown. The machine automatically stops filling when the required amount of liquid has been fed into the bottle it was stated. It is made in ten sizes and also to order. E. D. Hale represented the company.

F. J. Stokes Mochine Co., Philadelphia, Pa.—A new tube filling, closing, and clipping machine added to the company's line in the past year was shown in operation. The company also showed its line of powder fillers and molds for making lipsticks, eyebrow pencils, etc. The Stokes rotary vacuum dreg still for recovering alcohol from dregs at the original proof was also shown. The company was represented by C. F. Coleman, and L. H. Bailey,

Proctor & Schwarts, Inc., Philadelphia, Pa.—An automatic process of filtering and drying chemicals and other materials in one continuous operation was shown by this company in its striking display. The process involves the use of an automatic dryer, built by Proctor & Schwartz, Inc., a filter and compressor built by Filtration Engineers, Inc., and pumps, built by the La Bour Co. By this method, it was pointed out, a diversity of filterable materials can now be converted from the slurry or liquid form to perfectly dried particles. The representatives were: Proctor & Schwartz, D. D. Hollenbaugh, G. W. O'Keeffe, T. H. Rhoads, W. J. Dudley, F. C. Faber, P. D. March, J. F. Moranz, H. E. Kantner, and W. H. Rihl; Filtration Engineers, Inc., Arthur Wright, F. W. Young, H. J. Bauer, Harris E. Skinner; The La Bour Co., H. E. La Bour, E. E. Jackson, and P. G. Andrews.

Karl Kiefer Machine Co., Cincinnati, Ohio.—A new vacuum filler which automatically fills and discharges to a corking machine was shown. It was announced that this filler will not fill a broken bottle and that its capacity, depending upon the size of the bottle, ranges from 50 to 80 bottles per minute. The company is bringing out a paste filling machine with both an automatic and a hand feed. The company also showed a new tube closing machine for filling tubes. Printed matter displaying its full line of automatic machines was distributed. The "Superintendent," the first issue of an interesting house organ gotten out by E. E. Finch was also distributed. The paper contains 12 pages of interesting matter and is neatly bound in a blue cover. The company was represented by E. E. Finch, A. J. Sterling, M. C. Finn, John F. Zwibel, and Joseph Eckhoff.

Mohan & Co., New York, N. Y.—The National vacuum filling machine made to fill 50,000 bottles per day depending on the material, the container, and the operator, was one of the interesting machines shown by this company. Tablet counting and packaging machines and the National labeler and Midget labeler were also shown by this company. The company was represented by Philip J. Mohan, president; Charles S. Wagner, secretary; Harry W. Morgan, and William Katenhauser.

Pfaudler Co., Rochester, N. Y.—Glass lined stills, tanks and jacketed kettles as well as storage tanks and glass coated mixers were on display by this company. The company was represented by P. S. Barnes, and J. A. Cowles.

Read Machinery Co., York, Pa.—A mixing machine equipped with an Improved giant bunsen gas burner, operating with a planetary action was shown in motion. Five different sizes are made for handling 80, 60, 30, 15 and 10 quarts. Bowls are furnished in tinned steel, copper or glascote. Three speeds are afforded so that the spindle may make 410, 245 or 131 revolutions per minute and there are ten interchangeable types of beaters for use with the machine. Power is afforded by an electric motor. The company was represented by P. E. Thomas, E. C. Fletcher, W. E. Powers and A. D. Belt, Jr. O. A. Read, sales manager visited the exposition.

Strite Machine Co., South Norwalk, Conn.—A mixing machine operated by a fully enclosed electric motor was shown. The shaft is made of monel metal and the casing of revlis, an alloy possessing desirable properties for this type of machine. A variable speed control is afforded so that any desired speed from 20 to 650 revolutions per minute may be had. The bowl which is made of the same material as the casing swings from left to right and a dumping feature is added. The machine is used for mixing and blending for which purposes a number of types of beaters are supplied. The company was represented by D. D. Strite, Lyman Whitehead and B. H. McDuffie.

Sowers Manufacturing Co., Buffalo, N. Y.—Dopp seamless steam and oil jacketed apparatus consisting of kettles and mixers, vacuum and pressure pans, stills and autoclaves and impregnating apparatus was shown by this company. The company announced that numerous improvements have been made in the line of agitators and that the Dopp soap crutcher has been redesigned incorporating many new features. An interesting letter from one of its customers received just prior to the opening of the exposition was read by callers. The company was represented by Robert C. Boggess, Buffalo; Austin Kuhns, Boston; H. J. Ruhf, George W. Ruhf and S. H. Farkas, New York. David W. Sowers visited the booth during the exposition.

Vallez Rotary Filters, Bay City, Mich. -These filters are designed for the filtration of solutions. The filters use wood pulp made from old newspapers or other material. Without the pulp process the filters may be used with filter cloth. It was pointed out that the rotating leaves built up a cake of even thickness which is more easily steamed out and that the automatic discharge makes it unnecessary to take the machine apart between operations. The company was represented by H. A. Vallez, C. L. Bryden and A. H. Vallez.

Fducard Ermold Co., New York, N. Y. The latest model of the Frmold labeling machine was shown in operation labeling Cutex bottles. The machine is canable of labeling 4, 6 or 8 bottles at one time giving a production of 80, 120,

or 160 bottles per minute. The company was represented by W. Eugene Blauvelt, John H. Wieland and Fred Schoellkopf. Watson Guthrie, vice-president of the company, who has been abroad, did not return until September 21 and so was unable to visit his friends at the exposition.

J. L. Mott Iron Works, New York, N. Y.—Open type steam jacketed kettles and glass enameled tanks as well as a reflux condenser and vacuum still were shown by this company. No new apparatus was added to the line during the past year, but improvements were made in most of the models. The company was represented by C. F. Blackmore and J. J. Blackmore, mechanical engineer and sales manager of the kettle department.

The J. H. Day Co., Cincinnati, Ohio.—Sifting, mixing, and grinding machinery was shown by this company. A new sifter with a patent ball cleaner which taps the meshes to keep them open and clean and which is said to give greater capacity per square foot of sifting service, was shown. The company was represented by O. Biegle, Robert Layburn, and R. W. Wallace,

Sharples Specialty Co., New York, N. Y.—The Sharples super centrifuge was shown in the two sizes: A laboratory size with a capacity up to 1,000 c.c. per minute and a larger size up to 50 to 600 gallons per hour depending on the nature of the material to be clarified. The company was represented by P. T. Sharples, president; Homer Cloukey, Max B. Miller, vice-president; and Aldus Wilbur.

Blackmer Rotary Pump Co., Petowskey, Mich.—A cross section of the Blackmer rotary pump showing how the pump operates was displayed. A small motor afforded power to show how the pump operates. F. D. Goertz represented the company.

Stuart & Peterson Co., Burlington, N. J.—Acid resisting enameled cast-iron equipment and plain cast-iron equipped jacketed stills and autoclaves were shown by this company. H. E. Jacoby and J. J. Kearns were in charge of the exhibit.

American Steam Pump Co., Battle Creek, Mich.—A filter press pump embracing new features, was shown by this company. The company was represented by T. E. Morford, William Oakley and T. H. Davis.

Abbe Engineering Co.-Beach-Russ Co., New York, N. Y.—Rotary cutters, mixers and high vacuum pumps as well as centrifugal and acid pumps were displayed by this company. The representatives were H. C. Russ, A. T. Beach, Jr., C. A. Beach, W. B. Ensign and H. F. Kleinfeldt.

United Filters, Hazelton, Pa.—A 24-inch, 24-chamber side-feed and frame filter press made of cast-iron was shown by this company as well as a Sweetland pressure filter for general clarification work. The company was represented by E. J. Sweetland, J. T. Hoyt, R. C. Campbell, and L. D. Thompson.

Elyria Enameled Products Co., Elyria, Ohio.—A condenser which may be adapted to any surface desired; a still used for esterification; and evaporators which are made in various sizes were among the interesting products of this company displayed. Elyria glass-enameled cast-iron and welded steel equipment, includes kettles, containers, evaporating dishes, mixing tanks, etc. The company was represented by Max Donauer, Elyria; W. E. Gray, Jr., New York; R. W. Smith, president and sales manager; D. B. Etters, New York, and E. P. Poste, director of

De Laval Separator Co., New York, N. Y.—A demonstration was given by this company showing the application of its centrifugal separator to the refining of cotton-seed oil. The representatives of the company were Walter Cleary, Harold George, John G. Lisle and Robert Kostelak.

Zaremba Co., Buffalo, N. Y.—High speed evaporators, condensers, and a centrifugal separator were shown by this company.

Henry E. Jacoby, M. E., New York, N. Y.—Chemical machinery and equipment consisting of filter presses, distilling apparatus, evaporators, dryers, jacketed kettles, stills and mixers were shown.

#### MISCELLANEOUS

Whitall Tatum Co., New York, N. Y.-Nonsol glass products said to be impervious to acids and alkalis were

shown by this company. Beakers, flasks and samples of the numerous specialties made by the company were on exhibition. The company was represented by W. Weld Figgis, C. Cane, G. E. Barton and Otto P. Bergmann.

Container Club, Chicago, Ill.—Shipping containers of corrugated and solid fibre were shown. The exhibit was in charge of A. J. Neumann and J. W. Webb.

Talc and Soapstone Producers' Association.—Talc and soapstone in various forms were shown. Among the interesting exhibits was that of the Inyo Talc. Co. which showed samples of Sierra Snow and Sierra Cloud powdered talc. The exhibit was in charge of Leo Roon, and Messrs. Boardman, Chapman and Macbeth.

Synthetic Organic Chemical Manufacturers' Association.— Visitors were welcomed at this booth and a printed pamphlet entitled: "America's Synthetic Chemical and Medicinal Industry—the Way to Progress," containing the debate in the United States Senate on the Bursum amendment to the tariff bill, was distributed to all callers.

Arkell Safety Bag Co., New York, N. Y.—Safety devices for use in manufacturing plants were on display. The exhibit was in charge of Pedro J. Morales.

National Filter Cloth & Wearing Co., Brooklyn, N. Y.—Cotton filter cloth and filter bags were on display by this company. The representatives were Thomas L. C. Dunn, originator of the process, and Mr. Smith, sales manager.

Willson Goggles, Inc., Reading, Pa.—Head protectors and dustite respirators for use in soap and toilet preparations plants were shown in three types.

#### CASTOR OIL IN PERFUMERY AND SOAPS

(From Reine de Chimie Industrielle, 1922, p. 179)

On account of its solubility in alcohol, castor oil is very useful in perfumery. It enters into the composition of brilliantines, lotions, etc., and is even employed by some for adulterating essential oils.

The distillation of ricinoleic acid with caustic potash produces secondary capryl alcohol, which is a starting material for the manufacture of synthetic aromatics, but is especially utilized in the manufacture of antiseptic preparations.

The distillation of castor oil at atmospheric pressure or under a vacuum gives rise to two very interesting products: undecylic acid. [Translator's note: This should read undecylenic acid] and heptaldehyde.

In order to distil castor oil, 45 kilos of the oil is mixed with 25 kilos of clean sand in a retort, and the mixture is heated with a free flame after connecting the retort with a condenser. With a view to eliminating the vapors of acrolein which are formed immediately, the further end of the condenser is connected to a suction pump. As soon as the temperature has passed 160° the pump is removed and the temperature raised to 300°. Then the distillation is stopped and the contents of the retort emptied into a vessel made ready for the purpose. The receiver will be found to contain an oil, which is fractionated in a vacuum, giving first heptaldehyde and then, above 150°, undecylic acid [see above]. This acid serves as a starting point for the preparation of nonyl alcohol, nonylic acid, aldehyde and esters, all of which are useful in perfumery.

But these are not the only uses of castor oil, which also finds many applications in the soap industry. Castor oil enters into the composition of soaps for all uses, and of all kinds of ingredients. In combination with cresol or phenol it gives antiseptic soaps. Castor oil soaps (1 kilo of castor oil to 400 grams of soda or caustic potash) are much used in the textile industry, for intensifying colors or even sometimes for modifying them. For example, the addition of a small quantity of this soap enables one to obtain bluish shades of red with paranitraniline, whereas otherwise one obtains yellowish shades of red.

# ACTIVITIES OF ASSOCIATIONS, SOCIETIES AND CLUBS

#### HOOVER AT SALESMEN'S DINNER

The annual dinner of the Salesmen's Association of the American Chemical Industry in the Commodore Hotel Sept. 12 was a gratifying success. More than 350 were present, Dr. Charles H. Herty, president of the Synthetic Organic Chemical Manufacturing Association, was toastmaster and addresses were delivered by Herbert C. Hoover, Secretary of Commerce, who spoke chiefly about coal, and Francis H. Sisson, vice-president of the Guaranty Trust Co., who discussed the financial investment represented in the chemical industry and its growing importance in the life of the Nation. Among others at the guests' table were C. R. de Long, Chief of Chemical Division, Department of Commerce; Herbert Dow, Dow Chemical Co.; C. A. Meade, E. I. du Pont de Nemours & Co.; Dr. David Wesson, Southern Cotton Oil Co.; E. M. Allen, Mathieson Alkali Works, and A. A. Wasserscheid, Mallinckrodt Chemical Works. Works.

A luncheon meeting of the association was held at the Commodore in the afternoon for election of officers and consideration of the report of the Secretary and Treasurer, the latter showing a balance on hand of \$1,362.42.

A memorial resolution expressing the deep sympathy of the members for the family of the late President, Theodore R. L. Loud, was passed.

The association also elected officers for the ensuing year, as follows: President, John W. Boyer, Mathieson Alkali Works; first vice-president, F. M. Fargo, Calco Chemical Co.; second vice-president, Edward Van Berlo, Wilckes-Mostin Wilders Co.; third vice president, Edward Van Ousen Co.; second vice-president, Edward Van Berlo, Wilckes-Martin-Wilckes Co.; third vice-president, Edgar M. Queeny, Monsanto Chemical Works; treasurer, Joseph D. Lowery, Kalbsteisch Corporation; secretary, George T. Short, Wilckes-Martin-Wilckes Co. New members of Executive Committee: Williams Haynes, Drug & Chemical Markets, three years; R. T. Dunning, Barrett Co., three years; W. S. Goff, Monstanto Chemical Works, two years.

# BARBERS' SUPPLY DEALERS TO MEET

The nineteenth annual convention of the Barbers' Supply Dealers' Association of America is scheduled to be held in Chicago, Ill., October 9, 10, 11 and 12, with headquarters at the Sherman House, which offers superior accommodations for the members and other visitors. Mr. Z. C. Shaw, of Wichita, Kansas, president of the association, expects the convention to eclipse previous ones in point of attendance and attractions. During the last two years, under his administration, the organization has made notable progress in various ways.

One of the important features of the convention, following precedent, will be the exhibition of supplies for the barbering and hairdressing trades. Papers on trade affairs and discussions of tonsorial topics will occupy the formal sessions, which will be so arranged as to give ample time for the merchandising branch of the convention.

Arrangements for fare and a half rates have been made for the round trip with railroads entering Chicago, but members must obtain certificate receipts on purchasing their tickets when going to Chicago and present the same to Joseph Byrne at the Sherman House on or before October 12 in order to take advantage of the rebate in fare.

## Plans for N. W. D. A. Convention

Already more than 100 reservations out of New York, Pennsylvania and New England have been received by the committee on rates and routes for the Colorado Springs meeting of the National Wholesale Druggists' Association during the week of Oct. 2 Romaine Pierson is chairman of the committee on rates and routes, 93 Nassau street, New The special train leaves Grand Central Station, New York, on Thursday, Sept. 28, at 5 o'clock P. M. Eastern standard time.

#### AMERICAN CHEMICAL SOCIETY

More than a thousand chemists attended the Autumn meeting of the American Chemical Society at Pittsburgh in the week of September 6. Edgar F. Smith, president, delivered an interesting public address on "Our Science," and there were a great many interesting technical papers, including one by H. S. Richardson on "The Action of Sodium Silicate When Used in Soap." "The Causticization of Soda Ash" was treated by J. Harrop.

Charles Wadsworth, 3rd, in a paper on "Cost Accounting as a Factor in the Control of Chemical Processes," said in part:

"Once accurate costs are obtained they must be deftly There are many pitfalls for the executive who places blind allegiance in cost figures. Close contact with manufacturing plants is essential, and an understanding of manufacturing problems and manufacturing psychology is sine qua non. An intelligent limit can be placed on purchasing, prices and wages. The efficiency of each step in complicated manufacturing processes can be isolated, controlled and made more efficient. The knowledge of whether a product is making money or not enables the executive to control production and sales, especially as to quantities, and to direct emphasis to the most profitable enterprise.

"As the most accurate indicator of business health, technical men must become acquainted with cost procedure, unless they are willing to remain in positions subordinate to men with business training who understand cost procedure."

Dyes received much attention and there was a symposium on standards and tests. The entertainment was excellent, the usual visits were made to industrial plants and the meeting was a pronounced success.

A paper was also read on "A New Method of Vanillin Determination" which we shall publish in an early issue.

#### ASSOCIATIONS IN THE ALLIED INDUSTRIES

AMERICAN MANUFACTURERS OF TOILET ARTICLES.-Presi-

dent, Gilbert Colgate, New York; Secretary-Treasurer, C. M. Baker, 309 Broadway, New York.
FLAVORING EXTRACT MFRS.' ASSN.—President, Gordon M. Day, Milwaukee, Wis.; Secretary, W. W. Laudenslager, 2228 North 10th street, Philadelphia, Pa.
NATIONAL PAPER BOX MANUFACTURERS' ASSOCIATION.—

NATIONAL PAPER BOX MANUFACTURERS' ASSOCIATION.—
President, H. O. Alderman Rochester, N. Y.

PERFUME IMPORTERS' ASSOCIATION.—President, B. E.
Levy, 714 Fifth avenue, New York; Secretary, B. M.
Douglas, Jr., 35 West 34th street, New York,
NATIONAL MANUFACTURERS OF SODA WATER FLAVORS.—
President, Harry Whittle, 176 West York street, Philadelphia; Secretary and Attorney, Thos. J. Hickey, 1238 First
National Bank Building, Chicago.

Barbers' Supply Dealers' Association.

BARBERS' SUPPLY DEALERS' ASSOCIATION.—President, Z. C. Shaw, Wichita, Kansas; Secretary, Joseph Byrne, 116 West 39th street, New York.

Perfumery, Soap and Extract Association of Chicago.

—President, E. J. Voss; Secretary, W. L. Filmer, Monsanto Chemical Works, Chicago.

Perfumery, Soap and Allied Industries of New Yorn.

President, Edwin Sefton; Secretary, Joseph Byrne, 1400

President, Edwin Sefton; Secretary, Joseph Dyffic, 1900 Broadway, New York.

Druachem Club.—President, George P. Huisking; Secretary, James W. Bevans, 116 Fulton street, New York City.

Salesmen's Association of American Chemical Industry.—President, Burton T. Bush; Secretary, Williams Haynes, 3 Park place, New York. New York Chapter: Chairman, Ralph E. Dorland; Secretary, George Short.

American Brush Manufacturers' Association.—President, William Cordes, Florence Mfg. Co., Florence, Mass.; Advisory Secretary, James Fernley; Secretary, George A. Fernley, 505 Arch street, Philadelphia, Pa.

Association of Official Agricultural Chemists.—

Association of Official Agricultural Chemists.—

Association of Official Agricultural Chemists.—
President, F. P. Veitch; Secretary, W. W. Skinner, Bureau of Chemistry, Washington, D. C.
INSECTICIDE AND DISINFECTANT MANUFACTURERS' ASSOCIATION.—President, M. M. Marcuse; Secretary, C. C. Baird



# PERFUME TRIUMPHS OVER KING NEPTUNE AT BEAUTY SHOW

What looked like a rout for Perfumery and Cosmetics at the Beauty Carnival at Atlantic City early this month turned out to be more or less of a triumph for these necessary adjuncts of the feminine health and comfort.

Hudson Maxim, the famous powder inventor, crowned as King Neptune, issued an anti-odor edict, which spread consternation among the thousands of beauties who sought the seashore resort to view the selection of the Most Beautiful Girl from among the representatives of fifty-seven cities. Miss Columbus, who won rank as Queen of Beauty, does not use cosmetics, it is true, but she is only 15 and still is in her educational stage of life, so that phase is of little moment. Outside of the Royal Court perfume and cosmetics were in evidence everywhere in the crowd of 250,000.

King Neptune's han on sweet odors was purely personal, it turned out, and not at all an attack on them. It all started when Mr. Maxim learned that Miss America, as Queen of Beauty, would have her attractions accentuated by flowers that would adorn the throne upon which he would also sit as King Neptune. So he wrote:

"I shall esteem it a favor above all other favors and considerations if Miss America will refrain from wearing perfume of any kind on that occasion and if you will see to it that the florist does not put into the collection of flowers any tube roses or other flowers having a burden of perfumes."

Then the nineteen seashore beauties who formed King Neptune's court, consented at a "war council" not only to forego perfumes in their make-ups but to act as an antiscent guard about him throughout the festivities to ward off the unwelcome odors. In this they met with some success, but the bright sun and the briny breezes occasionally caused the King to sneeze. Sneezes meant that sweet scents were in the air, but the King is quite sure no perfume was wafted through the barricade of bathing beauties. So outside of this small coterie perfumes and cosmetics reigned, for the ban had called fresh attention to them and the demand in the drugstores celipsed all records.

It is only fair to Mr. Maxim to give his explanation of what seemed at first to be a fanatical fad, but which merely is an obsession quite natural in a distinguished inventor, now over 80 years old, as will be seen by what he says:

"For many years, while experimenting with smokeless powders and other explosive materials I was obliged to work in an atmosphere charged with vapors of aceton, acetate of amyl, henzol and other velatile solvents of guncotton. So offensive have perfumes become to me that when I give a reception at my house I send all the guests a printed slip requesting them to refrain from wearing any perfume."

#### WATCH YOUR GONADS! BAD ONES HARMFUL!

Perhaps, after all, the crusaders against cosmetics are only under the baneful influence of bad gonads! These gonads, when they get on a rampage, often injure their own possessors, as well as other persons who may feel the effects of their vengeful outpourings of wrath. Bad gonads may even be to blame for some of the fanatical prohibition redtape which has hampered cosmetic, perfume and flavoring extract manufacturers, as well as the whole chemical industry; but let us forget these annoyances for the moment and find out how we all may benefit individually by a recent scientific discovery.

A warning against bad acting gonads was sounded by

Dr. Maximillian Kern before the American Institute of Homeopathy in Chicago recently. Gonads which misbehave may drive a person into a life of crime, destroy his health or make him an uncongenial companion, Dr. Kern explained.

Gonads? They belong to that mysterious order of glands which are said to control the character, mentality and individuality of members of the human race, and are themselves affected by had temper, worry and exhaustion, ac-

cording to Dr. Kern.

"Don't lose your temper; avoid worry and exhaustion lest your gonads misbehave." was his warning. "They dominate the emotions and personality and influence persons to commit crime and exercise an altogether important rôle in the regulation of the human body. It is not surprising that this particular organ should play such an important rôle in struggling endocrinology when we stop to think that they have been made use of either in administration of the extracts or tampering of the gland to rejuvenate people."

#### COSMETIC EXHIBITS NOT BARRED

The Public Health Exhibition, to be held in the Twenty-third Regiment Armory, Brooklyn, October 7 to 14, will be open to manufacturers and dealers in perfumes, toilet articles and other sanitary and health necessities. An interview in the daily papers with Miss Marjorie Martin, executive director of the exhibition, gave an entirely contrary impression, which Miss Martin corrects in the following note:

371 Fulton Street, Brooklyn, N. Y., Sept. 7, 1922. Editor American Perfumer & Essential Oil Review:

Will you permit me the courtesy of space in the columns of The American Perfumer to rectify an incorrect impression given by an article in the New York Herald of August 25?

My opposition to cosmetics was directed not to the articles themselves, but to the abuse of them.

Aesthetic aids to health are quite as valuable as any others and the space on the exhibit floor is most certainly open to firms carrying such goods who desire to prove thereon, their connection with health.

Very truly yours,

MARJORIE MARTIN,
Executive Director, Public Health Exhibition.

#### Japanese Market for Scents and Soaps

Commercial Attaché Abbott at Tokio reports that there is a good market in Japan for soaps, perfumery and toilet preparations. Most of the leading American and European brands are well represented in the trade. American soaps and talcum powders, but French perfumes, are in greatest demand. In general, the Japanese seem to prefer rather strongly perfumed soaps and toilet preparations. A large portion of the domestic supply, especially very cheap soaps, is manufactured locally although most of the raw materials are imported.

#### Metal Tubes for Cosmetics

A Beythien of Dresden, in an article in Z. Nahr. Genussm. 43, 47-55 (1922), has studied the corrosive action of various pastes and cosmetics on metal tubes. Quantities of lead ranging from a trace to 0.0022% were imparted to pastes by timed lead tubes. In the same pastes the tin content variest from 0.0028 to 0.1160%. Tin was most readily dissolved by alkali pastes. The subject is discussed from a regulatory viewpoint.

# SEPTEMBER REPORT ON GRASSE FLOWER PRODUCTS

From Our Own Correspondent

#### Orange

GRASSE, Sept. 2.—Neroli is the same price and the demand without being very great remains almost normal.

Orange flower water is selling very readily and there will certainly be no stock left by the next distillation.

The oil of petitgrain has been very much in demand lately by the northern countries of Europe. The present price is very interesting as stocks of this oil will certainly run short on this market in a few months because the relatively poor production cannot be sufficient to meet the demand.

The Co-operative Associations of the Producers of Orange Flowers, combined, have refused to accept the price that the Perfumers' Syndicate proposed to them because the last crop was much larger than anticipated in the month of April, when a very high price was fixed. The Grasse perfumers, desiring to remunerate the flower producers suitably but not too highly, estimate that as the orange flower crop is larger than the Co-operative Associations previously indicated, the price of the flowers should be lowered one franc per kilogram. The growers have refused this decrease, so that the perfumers have decided to wait for the Co-operative Association of Vallauris to distribute the profits realized on the Neroli distilled in the factories of the Co-operative Association, profits which will not reach the price that the growers would get from flowers sold in the open market.

#### Roses

The price level of the products of the rose is so advantageous this year that consumers are buying without hesitation the merchandise which they require.

Some have been buying on speculation as the present market prices are considered the very lowest at which the cultivation of roses can yield any profit. Many growers have torn up the rose bushes in order to replace them by other more remunerative plants,

The stocks are really very low and if a business revival occurred, no matter how small a one, rose products would be scarce on the market.

#### Jasmine

The gathering of jasmine was begun about twenty days ago. The lack of rain will make the crop inferior to the July forecasts and it suffers this year from great difficulties on account of the manual labor needed for picking the flowers. The pickers demand a very high price which is as much as a quarter of the selling price of the flowers, although in normal times the cost of picking is not more than an eighth.

As the work of the picker is very hard, even more so this year on account of the great heat prevailing in the region, the women who do this work prefer other more remunerative labor. The growers are obliged to offer very high pay in order to insure the necessary personnel, while some of the less generous prefer to lose the flowers. The cultivation of jasmine is certainly in peril if in a few years from now the price of the flowers does not reach higher levels. Taking into consideration the normal rate of increase that must be applied to all the market prices of before the war, the present price paid for jasmine flowers is less than double the standard prices of that period; so, as everything has tripled we may say that the cultivation will no longer be possible if the selling price of the product does not correspond to the increase that the growers are required to meet both for enriching the soil and for manual labor.

The present prices of all jasmine products are interesting because, unless we see the possibility of being able to cultivate and manufacture the products of the jasmine flower under better conditions, this might mean the complete disappearance of this cultivation.

#### Tuberoses

The harvest began a month ago. Tuberose products are much sought after because the stocks are small and the cultivation is still rare. Growers have less difficulty in gathering these flowers than in the case of jasmine, because their manipulation is much easier, quicker and can wait a few days if necessary, while jasmine flowers must be picked the very day of their blossoming.

Products of the tuberose are sold very readily, a slight

Products of the tuberose are sold very readily, a slight decrease is shown since last year, but it is of little importance because there is never any stock left over on the market until the new crops,

#### Geraniums

The high prices of the oil of African geranium and the noticeable increase which has occurred in the case of the Bourbon oil have made transactions difficult. We hope that a decrease will appear in the case of the Bourbon oil because the existing excessive prices are due only to high speculation by the exporters in the island of Réunion.

As for the Algerian oil, the weakness of the stocks that I noted in my last report will prevent the decrease and, even if buyers keep away, the Algerian distillers can wait until next year. Consumption will certainly be lessened, but the quantities indispensable to consumers will easily permit the sale of the small stocks found in the country of origin.

The oil of geranium of Grasse will not be distilled until toward the end of September. There will not be great quantities of the oil because the growers have torn up the plants in recent years on account of poor sales.

#### Mint

The rise of the English pound and that of the American oil of peppermint has caused an observable increase in the Grasse oil and in that of Japan,

This rise of the American mint has caused a panic on all the markets and the stocks of foreign mint available in France or in England have been bought up and taken off the market.

#### Rosemary and Thyme

Nothing of interest to note in the case of these two oils. The market prices are kept up and the demand is practically

Only the oil of thyme rich in thymol is sought after for the manufacture of thymol and is rather expensive.

#### Oil of Lavender

The new harvest was begun twenty days ago. Up to the present the distillers have had some difficulty in gathering the herb. As the crops have been very backward in the Alps the whole native population wished to finish these tasks before beginning the gathering of the plants.

High prices have had to be paid in order to obtain help,

High prices have had to be paid in order to obtain help, and as the raw material was rare, the buyers snatched up the flowers on the rise. The prices will therefore be almost the same as those of last year, unless the dealers specializing in lavender oil make a voluntary increase. The perfumers of Grasse must fight effectively against these competitors who generally give the signal for the rise as soon as their needs are covered under good conditions. While the dealers of Grasse refrain from buying at the moment of distillation in order not to cause stupid increases, certain dealers living in the centers of production buy in advance and once covered, pay exaggeratedly high prices for small amounts which, however, cause the increase at the moment when perfumers cannot wait any longer and are forced to buy the quantities needed to supplement the distillations from their own plants.

The Co-operative Associations of Producers which have been established for some years preach the increase like all the rest of the co-operative associations, while the tradesman who understands the necessity of a reasonable decrease is handicapped most of the time by the producing agencies which are organized now and against which it is very hard to fight unless in the case of a superabundant crop.

#### Lavender (Aspic)

Because the market price of this oil is practically stable there is nothing very interesting to note about it.

#### Summary

The end of vacation time is approaching, the months of July and August have always been very quiet months for business, even in normal times. Nevertheless a revival of business is expected at the beginning of October, because requests for quotations arrive daily at the factories.

Except for orange products there is no decrease to be expected for the products made exclusively of local flowers, for the reasons that I have set forth above.

It is to be hoped that international exchange will be improved in order to revive business,

#### BULGARIA'S OTTO OF ROSE INDUSTRY

While authoritative advices indicate that the Bulgarian of of rose industry is reviving slowly but surely from the effects of the world war, the crop harvested this season being 20 per cent better than last year, there seems to be a determined effort to write the industry out of business with old statistics and damaging reports. The latest is this quotation in a recent issue of Commerce Reports:

"According to a recent article in the Echo de Bulgarie, the attar of roses industry appears to be on the down grade since the war. In the year 1913, 19,525 acres were planted, and in 1915, 21,625 acres, while in 1920 only 12,676 acres were under cultivation. The output increased from 6,854 pounds in 1913 to 7,430 pounds in 1915 and then decreased to 1,984 pounds in 1920. Exports have fluctuated. They totaled 6,499 pounds in 1913, 11,953 pounds in 1915, 3,545 pounds in 1919, and 7,750 pounds in 1920. It is probable that the increased exports in 1920 were made possible because of the stocks remaining on hand, as there were no exports in 1918 and the output in 1919 was small—only 2,487 pounds."

The Bulgarian rose industry was hit hard by the world war, but why should anybody knock it further? In the above item, printed since the 1922 crop was ascertainable, the latest figures are two years old and an explanation of the 1920 exports is given on the idea that the quantity was in excess of production.

In this connection it is interesting to note that the Hungarian Office for the Cultivation of Industrial Plants has begun to arrange for plantations of Bulgarian roses on a large scale with a view to the manufacture of rose oil in Hungary. Negotiations have been made to buy large quantities of rose bushes in Bulgaria for distribution among cultivators in suitable parts of Hungary.

#### GIRL DETECTS COLORS BY SMELL

Members of the Chicago Medical Society are marveling over accomplishments exhibited recently by Willeta Huggins, 17. Though blind and deaf, she can distinguish colors by smell with rapidity and by feeling read newspaper headlines, talk over the telephone, enjoy music, and carry on a conversation. She demonstrated that she could hear a concert by holding a sheet of paper in the air. She tells the denomination of a banknote by feeling the number.

She distinguishes figures in newspaper pictures by smelling the amount of ink on different parts of the picture. She "saw" one picture with four women, and picked out a woman with gray hair accurately. Blue is Miss Huggin's favorite color, although it does not have as pleasant a smell as some other colors.

"Green smells like glass," she explained, although she didn't say just what glass smells like. "Blue smells like ink; pink like wool; black smells like a newspaper office and white really has no smell."

Willeta, who is well built and attractive, has bobbed hair.

## CASSIA OIL IMPORT RULES REVISED

The Bureau of Chemistry, United States Department of Agriculture, has rescinded a rule in relation to the entry of oil of cassia which threatened hardships and discrimination to essential oil dealers and to soap makers using the product. It was proposed to limit the sales by importers to two purchasers, although afterward this was extended to three or four purchasers. The effect would have been to shut out the smaller consumers of the oil, unless the dealers became clogged with stocks. The facts in the case were presented to the Bureau as part of the service given to our readers by The American Perfumer and Essential Oil Review, and as a result the condition of limitation has been canceled.

Some account of the case is interesting as it may have a bearing on future controversies of this kind. Oil of cassia technical is much used by soap manufacturers. It comes from the interior of China packed in original cases containing lead cans. The cinnamic aldehyde content of the oil is 75 to 80 per cent, and frequently contains rosin added by the Chinese to increase its weight, as well as lead absorbed from the containers. Oil not sold to soap makers is reconditioned by the importers into Leadfree and Rectified U.S.P. oil of cassia.

The Bureau of Chemistry instituted a campaign against the food and drug usage of leadfree and technical oils, to which no objection was offered, but the rules proved irksome. An importing firm, desiring to withdraw part of a consignment to be made into the U.S.P. grade and part to be sold to customers for perfuming soaps, received this notice in part from the New York Food and Drug Inspection.

Inspection Station:

"We wish to point out that the amount disposed of for technical purposes must be used by but one or two concerns."

Remonstrance was made that the limitation of customers would constitute discrimination against small consumers who could purchase only a case or two of Cassia Oil at a time and who would have to buy the much higher priced Rectified U.S.P. Oil, whereas the larger manufacturers could continue to utilize the lower priced Technical Oil, being financially able to buy the same in larger quantities. This resulted in a modification extending the number of purchasers to not more than three or four. It still meant that the small consumers would have great difficulty in procuring their supplies upon terms of equality with the larger manufacturers.

Suggestions were made by the Bureau that the oil might be denatured by adding other perfumes, "or coloring matter," the latter of course being out of the question for oil to be used in perfuming white soaps. The matter was gone into extensively with a view to preventing the diversion of the technical brand into food and drug channels. The final conclusion was that the limitation of purchasers under the required guarantees should be abandoned. Otherwise the importations will continue under the operation of Regulation 30, of the new Federal Food and Drug Rules.

#### PRODUCTION OF ABYSSINIAN CIVET

The civet market of Aden has experienced a most encouraging boom, reports Consul Cecil M. P. Cross, Aden Arabia. The demand has increased and the available supply is larger than it has been for a number of years. No decline in price has taken place. While the yield from captive cats in the vicinity of Shankalla and Malaga has not increased, satisfactory results have been obtained from the hunting of wild civet cats.

The bulk of the civet shipments is sent directly from Djibouti, those from Aden usually going in small lots by parcel post. One shipment of 1,107 ounces, valued at \$1,681, was made recently to the United States, as compared with 664 ounces, valued at \$720, during the same period last year. These figures do not include the smaller parcel-post shipments.



# OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION

The Executive Board of the Flavoring Extract Manufacturers' Association of the United States met in special session at the Astor Hotel. New York City, on September 22, with Gordon M. Day, the president, in the chair. The following members also were in attendance: Richard M. Bond, first vice president; F. S. Rogers, second vice president; W. W. Laudenslager, secretary; and the following executive committeemen: J. T. Burnett, R. E. Heekin, F. S. Muchmore and D. T. Gunning.

Cincinnati was selected for holding the 1923 convention at a date early in June to be fixed later.

Mr. Gunning reported that a Chicago Section of the association had been formed. It meets for luncheon at the Elks' Club on the first and third Tuesdays of each month. The first meeting, held on September 12, was attended by most of the nineteen Chicago members.

President Day and all of his associates in the official roster of the Association have been actively occupied during the month in looking out for the interests of the association and its members. Richard H. Bond, chairman of the Legislative Committee, has been especially busy with conferences at Washington, having led the fight against Prohibition Mimeograph 282, which was repealed, in a most valiant style. The attempt at an obnoxious imposition on legitimate users of alcohol was printed in full on page 245 of our August issue and needs no further attention than to record its death and mention of Mr. Bond's strenuous work in killing it.

Circular No. 135, issued by President Day and Executive Secretary Hickey since our last report, besides reprinting Prohibition Mimeograph 282, gives valuable information regarding the preparation of the substitute for the rescinded Treasury Decision 3,335 in relation to the double bonding of users of non-beverage alcohol, together with other objectionable features. The draft of the substitute, as obtained by Mr. Bond, who led the protest fight against the original decision, is considered unsatisfactory and the circular continues:

"This re-draft does not require an increase in the amount of the bond of the permittee, but does, however, still carry the provision for a forfeiture of 25 per cent of the amount of the bond as liquidated damages in the event of a violation by the permittee of the law of regulations.

"We are trying to secure another hearing at Washington to protest against this 25 per cent forfeiture feature. Mr. Bond is working very hard on the matter and believes that if we fail to get relief from the Commissioner of Internal Revenue, the fight should be carried to the Secretary of the Treasury, and, if necessary, to the President of the United States."

FIRMULA NOT NECESSARY FOR RENEWAL OF PERMIT

The circular quotes a letter received from Acting Prohibition Commissioner James E. Jones, under date of August 18, 1922, by Thomas J. Hickey, attorney and executive secretary of the association, as follows:

"Referring to your letter of the 12th instant in which you request to be advised as to whether or not it is necessary to refile a complete list of preparations and the formula for each in making application for a renewal of permit, you are advised that it is necessary in making a renewal application to list on the supplemental accompanying same the names and alcoholic contents of all preparations listed.

"It is not necessary to submit duplicate formulæ for preparations which have been previously approved if no change has been made therein; however, if new preparations are added to the original list or any change made in the formulæ of the preparations listed previously, it is necessary to identify the new products by new or revised formulæ.

JAMES E. JONES, Acting Prohibition Commissioner.

"Application for renewal of permits must be filed on or before November I of each year."

#### CHAIRMAN BOND TELLS MEMBERS OF VICTORY

Chairman Bond kept the members posted about the fights going on at Washington in frequent communications, telling of his conferences with the revenue authorities and the success achieved by his associates and himself. On September 7 he announced the death of 282. Previously relating to be cancelled T. D. 3,335 he wrote:

"You have been kept advised of the fight that has been made against this most obnoxious measure. It has been a hard one.

"This Decision was unfair and unjust, and would have placed heavy burdens upon users of non-beverage

alcohol.

"We first succeeded in getting its effective date postponed until September 1, 1922, and have now succeeded,
as stated, in getting it annulled, but it is probable that
we are not through with some of its provisions yet,
because there is an intimation that other amendments
are going to be made to Regulations 60, and that some
of them will deal with permit bonds."

More information on this subject will be found in our Washington correspondence on page 298.

#### NEW MEMBERSHIP LIST AND OFFICIAL MINUTES

In Circular 134 President Day recorded the success of the thirteenth annual convention at Atlantic City, July 12, 13 and 14, a full report of which was given in our July number. The circular enclosed a neat Membership List, giving the new officers, revised to August 15.

The official minutes of the Atlantic City convention have gone to the printer and copies should be available for distribution at an early date.

Announcement of the death of Frank A. Ross, long treasurer of the association, will be found on page 319.

#### SODA WATER FLAVORS MANUFACTURERS

Harry Whittle, of Philadelphia, president, and Thomas J. Hickey, of Chicago, secretary and attorney, together with the legislative committee of the National Association of Manufacturers of Soda Water Flavors, have kept up their activities during the last month in looking out for the interests of the association and of members. Secretary Hickey has collected information about the bills introduced in the legislatures and other subjects, and has transmitted the same to the members with recommendations for their action. Mr. Hickey has issued a special circular to the members on Prohibition Mimeograph 282, the proposed substitute for T. D. 3,335 and the renewal of permits. This information is covered in the Official Report of the Flavoring Extract Manufacturers' Association, printed herewith, and in our Washington correspondence on page 298,

#### Harassing St. Louis Extract Makers

Prohibition officials in St. Louis have been looking into the flavoring extract situation. A revocation petition directed against the Meyer Bros. Drug Co. was one of The charge was that a small quantity of artithe cases. ficial flavoring extract manufactured by the company had slightly more than the legal percentage of alcohol, G. Meyer, president of the firm, testified that of the 50,000 or 60,000 gallons of alcohol used by the company in a year only twenty-one gallons were used in these extracts. Mr. Meyer said that the company failed to receive a bulletin issued by the Department of Internal Revenue ordering a change in the percentage of alcohol,

Phoenix Flavoring Extract Co, was cited to explain why its books recorded sales of extracts containing an alleged large percentage of alcohol to firms which have denied receiving the extracts. Officers of the company insisted that the sales were legitimate, explaining that drivers for the companies in question would call for the extracts and pay cash. The officers of the firm promised to try to produce some of the drivers at a later hearing.

#### Malted Milk Registration Cancelled

The Commissioner of Patents at Washington, in a recent decision, decreed that the registration for Malted Milk, obtained thirty years ago by the Horlick Company is now invalid, despite its renewal in 1917. The registration was attacked by the Borden Company on the ground that a disclaimer had been improperly entered after registration. The decision can be appealed.

#### Vanilla Production in Vera Cruz

Herewith is from the Mexican Trade News, of September 5. published by the Mexican Chamber of Commerce of the United States: "The production of vanilla in the State of Vera Cruz for this year will reach 200,000 pounds against 80,000 obtained last year. The regions where most of the vanilla is cultivated are Papantla in the State of Vera Cruz and the Eastern part of the State of Puebla.

#### Swiss Patent for Vanillin

Swiss patent No. 89,053, assigned to L. Givaudan & Cie., is concerned with a process of manufacturing vanillin from acetylisoeugenol by oxidation in the presence of aromatic amino carboxylic acids. Vanillin is obtained from the oxidation product by saponification.

#### Information in Other Departments.

Readers of the Flavoring Extract Section are advised that items of interest to them may be found in our Trade Notes pages, as well as in Patents and Trade Marks, and other departments of The American Perfumer.

# PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest con tained in FEDERAL AND STATE official reports, etc., relating to perfumes, toilet preparations, flavoring extracts, soaps, etc.

#### FEDERAL.

#### Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 10,251 to 10,350 inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the following are of interest to our readers:

Adulteration and mishranding of extracts of orange, lemon, strawberry, and raspberry. U. S. v. Extract of Orange, et al. Default decree of condemnation, forfeiture and destruction. Products contained substitutes and were mixed and colored to conceal the damage or

10,271. Misbranding of lemon extract. Plea of guilty. Fine, \$100. Labeled to contain 90 per cent alcohol, but

analysis showed only 77.1 per cent.

10,277. Adulteration and misbranding of extract of lemon. U. S. v. 40 Bottles of Extract of Lemon. Default decree of condemnation, forfeiture and destruction. Contained little if any lemon oil and was artificially colored.

10,342. Adulteration and misbranding of vanilla and tonka. U. S. v. —. Plea of guilty. Fine, \$50 and costs. Analysis of a sample by the Bureau of Chemistry showed it consisted of a weak hydro-alcoholic solution of vanillin, coumarin and sugar, colored with caramel. The net con-tents and the amount of alcohol were incorrectly stated on the label.

10,346. Adulteration and misbranding of flavor of lemon and flavor of vanilla. U. S. v. — Plea of guilty. Fine, \$20 and costs. Analyses by the Bureau of Chemistry showed that the flavor of lemon was a dilute lemon extract strongly colored with turmeric and that the flavor of vanilla was a dilute vanilla extract fortified with vanillin and artificially colored. Mishranding was alleged for the use of the statement "Reliable Flavor of Lemon," "Purity, Strength, Delicacy of Flavor," "Extract of Lemon," and "Flavor of Vanilla, Purity, Strength, Delicacy of Flavor," "Extract Vanilla," and "Pure Extract Vanilla," on the labels.

Four olive oil judgments were reported, the seized products being condemned and forfeited.

An index has been issued of Notices of Judgment from 1 to 10,000, giving names of the defendants classified under a list of products.

#### Federal Regulations Completely Revised

Circular 21, Eighth Revision, of the Rules and Regulations for the Enforcement of the Federal Food and Drugs Act of June 30, 1906, as approved by the Secretaries of the Treasury, Agriculture and Commerce, has just become available. It was officially issued August 7, 1922, and is the first complete revision since 1913. Some of the original regulations have been dropped, others have been changed and new rules are added. Formerly there were 40 regulaand new rules are added. Formerly there were 40 regula-tions; now there are only 31. Of those that have been retained the numerical order has been changed. A table is furnished showing the numerical changes where old rules are not eliminated. Firms and persons interested should get copies of the new revision.

#### STATE Connecticut

Dr. E. M. Bailey, chemist of the Connecticut Agricultural Experiment Station, has issued the twenty-sixth report on food products. It shows that since the last report 2,316 samples of foods and drugs were examined, of which 504 were found to be adulterated, below standard, or otherwise illegal. There were no flavoring extract cases.











The originality of the advertising of Charles V. Sparhawk, Inc., 278 Pearl street, New York City, is strikingly shown in its announcement of "Florizel", which appears on page 43 of this issue. The name Florizel, taken from the character of the Prince of Bohemia in Shakespeare's "Winter's Tale" typities youth, romance and spirituality. The artistic advertising in the last few years of this house has not only created favorable comment, but it has been, the company states, a strong factor in spreading its reputation for responsibility and enhancing its standing in the trade.

W. A. Sherry, formerly of George V. Gross & Co., this city, is one of the incorporators of the Jennings-Sherry Co., a new \$100,000 Los Angeles soap concern,

Richard M. Krause, 130 West 42nd street. New York City, is again advertising to the perfume and toilet preparations field. In the first of a series of new announcements, which appears on advertising page 12, Mr. Krause emphasizes the beauty of the line of seals which he offers to the trade and the facilities of his organization for giving service to perfumers.

If any of our readers get in touch with Frederick A. Bowles, chemist, they are requested to advise us promptly. A man using that name is sought by a New York firm which shipped several bills of goods to him on his representation that he was in the employ of a prominent Southern Extract house and was developing certain processes for the firm. The company advised that Bowles had no authority whatever to order goods in its name. Bowles is reported to have left Virginia and to be on the way to New York.

William F. Kiefer, of the Philadelphia office of Fritzsche Brothers, Inc., New York, sends us greetings from Shawnee-on-Delaware, Pa., where he has been enjoying fishing for bass. Mr. Kiefer's ability to get results followed him on his vacation, for he is reported to have returned from each trip with a large catch, most of which he generously distributed to friends.

H. J. Egan, New York City salesman for B. E. Levy, United States agent for Coty, Parisian perfumer, has been visiting Coty headquarters in Paris and Suresnes, France.

Settlement of the bankruptcy of Madero Bros., Inc., New York City, which has been pending since February 19, 1918, is in sight. Seaman Miller, referee in bankruptcy, has called a final meeting of the creditors to be held in his office, 2 Rector street, at 1 p. m., September 28, to pass on the report of the trustee, Samuel Strasbourger. The referee will determine the amount of any final dividend, should there be funds with which to pay the same.

Frank K. Woodworth, business manager of the American Manufacturers of Toilet Articles, has been enjoying a brief vacation at Narragansett Pier, forgetting for the moment perfumes and tariffs and recuperating from his arduous duties by the aid of the odor of ocean spray.

Ungerer & Co., 124 W. 19th street, New York City, desire to secure the exclusive services of a competent Canadian representative with headquarters in either Montreal or Toronto on either a salary or commission basis

to handle its complete line of products. The company's announcement appears on advertising page 102.

Advertising Window Display Co., Inc., 799 Broadway, New York, W. H. Carter manager, are engaged in the sale of advertising displays, cut-outs and other advertising specialties. The company is a subsidiary of George Schmitt & Co., Inc., Brooklyn, N. Y., of which Wm. Gunther is secretary-treasurer and general manager.

Frederick Schang, president of The Lorscheider-Schang Co., Rochester, N. Y., headquarters at 1133 Broadway, New York, returned from a European trip Friday, August 18.

- A. J. Koehneke, manager of the Chicago branch of the Atlantic Excelsior Mfg. Co., broke his kneecap recently in an accidental fall and is now in a Chicago hospital.
- F. A. Anderson, for ten years Pacific Coast representative of Spencer Kellogg & Sons, has succeeded the late F. L. Medbery as manager of its New York office. Mr. Anderson has been with the firm a long time and formerly was a special oil salesman in the New England territory.

Ralph C. Jennings, formerly Chicago representative for the New York Quinine & Chemical Works, Inc., this city, has succeeded the late T. R. L. Loud as vice-president and sales manager. Mr. Jennings has been associated with the firm since he was a boy, having taken charge of the West Indian business of the house on his father's death. When the Chicago office was opened he was placed in charge.

Lehn & Fink, wholesale druggists, New York, held their second annual salesmen's convention last month, with all sections of the country represented. Edward Plaut, president of the company, presided. A banquet was held at Sheepshead Bay, there were two theatre parties and the Bloomfield laboratories of the firm were inspected.

We are more than pleased to be able to report that Mr. George Lueders, president of the New York firm bearing his name, is in good health and has not recently been ill. In our August issue we published a report that Mr. Lueders had been confined to his home several weeks, and we regret that despite the usual care that we exercise in such matters, an erroneous statement crept into our pages.

Ira L. Henry Co., Watertown, Wis., begins on advertising page 69 of this issue the first of a series of announcements setting forth the features of Henryco containers which it manufactures.

Mr. and Mrs. P. R. Dreyer, of this city, enjoyed their August vacation at the Munnatawket Hotel, Fishers Island, N. Y. This resort, not far from the eastern end of Long Island Sound, afforded an ideal haven and *some* fishing.

Ryan Soap Co., Cincinnati, O., in the hands of a receiver, has been made defendant in an action by a creditor, the Cosmopolitan Bank & Trust Co., demanding that all of its assets, including real estate, be sold by court order.

Societe La France Toilet Goods Co., Manhattan Borough, New York City, has filed a certificate increasing its capital stock from \$5,000 to \$100,000.



man power (where possible), or cows. Milk, cream, sugar and butter are very scarce and high priced.

"In the cities Socialism is strong in Germany today, but the thoughtful German dreads the tendency of combining with Russia—the Red terror—and will be reduced to the direct extremity before he yields to that, knowing well that the day the frontiers are thrown open to Russia, Germany economically and industrially will be wiped out. He believes as well that should this combination be consummated the entire map of Europe will be changed. Rather he looks to America and believes in her fair-mindedness and feels that should Germany be reduced to the extremity America will then not fail her.

"Of the countries visited Germany was the most sorely distressed, but the sustaining thought of the people is in the destiny of the German people and the ultimate working out of her problems.

"The Londoner of today is a stern and grim man. Unemployment, excessive taxation, high living costs, and what is difficult to the understanding of an American, the traditional inability of the Englishman to change his habits of work and living, make the readjustment of the English an extremely difficult problem. The unsettled state of Ireland and of India, with its attending disturbed economic results adds also to the problem of the English. The Englishman has not, moreover, the 'come-back' of the American and in his distress waits for relief from some unseen source or for something to 'turn up.'. The government stipend instituted in the case of unemployment during the war, allowing the unemployed a meagre cash allowance instead of wages is considered preferable to uncertain employment and the consequent loss of that stipend. This produces naturally a pauperizing effect on the recipient. England's social structure of huge landed estates is also felt an unjust privilege to the holders and a burden on the people. The manifold bureaus created during the war with their attendant staffs (who cling tenaciously to these pleasant and profitable sources of livelihood), are also extremely burdensome and expensive to the people.

"France is at work and no longer pities herself. It is a thousand pities that the French and the Germans—both great peoples—cannot brush aside their military leaders and talk over their differences and their difficulties face to face. I found no bitterness in the people of either nation; only a great desire for matters to mend to make life endurable.

"Switzerland is hard hit financially. The tourist cities, depending largely on visitors for their revenue, have lost them due to the high exchange of the Swiss franc and instead of remaining in Switzerland, travelers have gone to Austria.

"With stabilized and firm governments these countries can make industrial and economic progress; their moral and spiritual progress lies in the story of the future."

#### **NEW INCORPORATIONS**

Hygienic Products Co., Manhattan Borough, New York City, toilet preparations, \$25,000 capital stock, has been incorporated by J. D. Boyle and H. Brower. (Attorney, W. C. Allen, 140 Nassau street.)

American Silkwood Fibre Co., Providence, R. L. toilet and other supplies, capital not stated, has been incorporated by Charles L. Warner and Samuel Bottomly, of Providence, and Carlos F. Travejo, of New York.

Chapman Products Co., Centredale, R. I., soaps, toilet preparations, germicides, \$25,000 authorized capital, has been incorporated by E. B. Chapman, Johnston; R. S. Thornton, North Providence; Miss M. L. Merithew, Providence.

Eskimo Syrup Co., Illinois, extracts and syrups, \$100,000 capital stock, has been incorporated in Delaware.

H. F. LaPeer & Co., Seattle, Wash., drugs and toilet articles, \$100,000 capital stock, has been incorporated by H. F. LaPeer, H. N. Getchell and D. A. Thompson.

Jennings-Sherry Co., Los Angeles, soaps, \$100,000 capital stock, has been incorporated in California.

Nirvana, Inc., Manhattan Borough, New York City, toilet preparations, cosmetics, etc. \$100,000 capital stock, has been incorporated by Sam Schultz, 2063 Vyse Ave.

Yonkers Soap Mfg. Co., Yonkers, N. Y., \$5,000 capital stock, has been incorporated by D. J. and N. Ressler, H. Lerner. (Attorney, D. Gorfinkel, Yonkers.)

South Side Laboratories, Inc., 3226 Indiana Ave., Chicago, toilet preparations, \$2,500 capital stock, has been incorporated by P. C. Thompson, Arthur George, Julius Harris; rep., J. Harold Mosely, 703 West Randolph St.

L. & S. Perfumery Co., Manhattan Borough, New York City, barber supplies, \$10,000 capital stock, has been incorporated by B. and L. Lifschitz, R. Sussman, (Attorney, E. Phillips, 305 Broadway.)

Solar Laboratories, Manhattan Borough, New York City, toilet articles, \$30,000 capital stock, has been incorporated by J. H. Robins, M. Frackman, P. H. Schuster. (Attorneys, Frackman & Robins, 51 Chambers St.)

Eagle Perfumery Co., Manhattan Borough, New York City, chemists and druggists, \$10,000 capital stock, has been incorporated by G. Rugolo, G. Cannistraci, J. Pagano. (Attorney, M. Wolff, 41 Park Row.)

Arrow Manufacturing Co., 111 Wall St., East Dubuque, Ill., drugs, toilet articles, extracts, fountain syrups, and non-alcoholic beverages, \$50,000 capital stock has been incorporated by F. W. Boyd, M. C. Ferring, A. L. Schmitt; Sheehan & Sheehan, Galena, Ill.

Ogden Products Co., 3258 Ogden Ave., Chicago, chemicals, cosmetics, etc., \$5,000 capital stock, has been incorporated by Charles Martin Sals, William Greenberg, Dan D. Lichtenstein, Meyer Rossen, Correspondent, Meyer Rossen & Goldfine, 928, 127 North Dearborn,

Lawndale Barber Supply Co., 1725 Roosevelt road, Chicago, chemicals, barber supplies, perfumes, etc., \$5,000 capital stock, has been incorporated by Morris Lyons, Geo, Katsoulos, Vera Greeger. Correspondent, G. A. Kyriakopulos, 417 Ashland Block,

Brooklyn Alcohol Corp., Brooklyn, N. Y., non-beverage, \$10,000 capital stock, has been incorporated by J. S. Pompan, V. Cognot, G. Cabot. (Attorneys, Pompan, Price & Lippman, 38 Park Row, New York.)

Tex Products, Brooklyn, N. V., cleaning powders, \$10,000 capital ctock, has been incorporated by H. Pearlman, H. F. Pearsall, (Attorney, S. Rosenfeld, 808 Broadway, Brooklyn,)

Sunshine Soap Co., Shreveport, La., \$100,000 capital stock, has been incorporated in Delaware,

Economy Soap Co., Buffalo, N. Y., \$15,000 capital stock, has been incorporated by S. S. Knaier, J. F. Wagner. (Attorney, W. O. Shields, Buffalo,)

Astrid L. Jason, Manhattan Borough, New York City, novelties and perfumes, \$20,000 capital stock, has been incorporated by E. A. Maher, S. M. Reynolds, (Attorney, H. F. Spellman, 233 Broadway.)



Merck & Co., and D. O. Haynes & Co., of New York. He was a member of the New York Drug & Chemical Club and was president of the Salesmen's Association of the American Chemical Industry.

Mr. Loud left a wife, Eunice Chase Loud. Irving Mc-Kesson, of McKesson & Robbins, was among those at the funeral, which was held at Easton, Md., on August 23.

We are indebted to Drug & Chemical Markets for the half-tone of the appreciated friend of all who knew him.

# Obituary Notes

De Graw Kipp, aged 74, member of one of the early Dutch families which settled in New Jersey, died July 30 in his home at Closter, N. J. For many years he was connected with E. R. Durkee & Co., manufacturers of spices and flavorings.

Professor Alexander Smith, until recently head of the Department of Chemistry at Columbia University. New York, died in Edinburgh, Scotland, on September 9. He was born in Edinburgh in 1865, but spent the greater part of his life in the United States, where he took a prominent part in chemical research.

William B. Kaufman, connected almost thirty years with Parke, Davis & Co. in New York, died at Katonah, N. Y., on August 21, aged 61 years.

Edwin G. Quin, vice-president of John Campbell & Co., this city, died at Avon-by-the-Sea, September 5, aged 44 years.

# NEW PRICE LISTS, PUBLICATIONS, ETC.

NEUMANN-BUSILEE & WOLFE. Inc., 321-323 North Sheldon street, Chicago, Ill., have issued their September wholesale price list of raw materials for manufacturers of soaps, perfumes, toilet specialties, barbers' supplies, extracts, etc. The list is complete and comprehensive.

O. A. Brown Co., Inc., 246 Pearl street, New York City, has issued a wholesale price list, printed in brown and very neat, giving September quotations of its extensive lines of perfumers' and soap makers' materials, including essential oils, synthetic and aromatic chemicals, besides artificial and true fruit flavors, certified colors, and similar products. The firm calls particular attention to the Mao liquid colors for perfumes, toilet waters, hair tonics, shampoos, etc.

LOVEJOY LABORATORIES, 228 Adams street, Brooklyn, N. Y., has issued a new 1922 catalogue of its line of quality toilet preparations, petroleum jellies and polishes.

Gomez & Sloan, Inc., 244 Water street, New York, have issued a circular reporting the receipt of advices from Marseilles saying that the stocks of Bourbon vanilla beans are entirely sold out. The firm says: "The supply of Mexicans and South Americans having been exhausted, the demand for Bourbons has greatly increased and the market here is very strong. Manufacturing qualities will be sold out before the new crop arrives. Prices in France have increased, and we expect a very substantial rise in them soon."

"When Is Alcohol Pure?"—David Berg Industrial Alcohol Co., Philadelphia, in a recent circular says in part: "The purity of alcohol is something which every user must consider. Purity is obtained by distillation. In the manufacture of Lohoela alcohol, which is the highest quality obtainable, the chemists of the David Berg Industrial Alcohol Co. have utilized an amazing process which sends

every drop through forty-four separate distilling processes. Anyone who has ever worked in a chemical laboratory knows the almost infinite purity that should result from somany successive distillations."

"Superintendent" is the name of a new periodical of sales and use service published by the Karl Kiefer Machine Co., Chemnati, O., It has to do with the application of Kiefer plant machinery to numerous uses, and is full of information.

# **BOOK REVIEWS**

"Le Camphre et Sa Synthèse," by A. Dubose, and "La Culture Industrielle du Camphrier," by Dr. L. Trabut, correspondent de l'Institute and director of the Services Botanique de l'Algeria. Paris: La Partumerie Moderne

This little book of 64 pages, printed in French, contains an announcement by Jean Gattefossé and a preface by Dr. I.-I. Kondakow, of the University of Woronege. It sets forth the synthesis of camphor in all of its various aspects, historically and commercially, in the comprehensive form that naturally might be expected from these two scientists.

YEAR BOOK OF THE AMERICAN PHARMACEUTICAL ASSOCIAtion, 1920. Chicago, Ill., 1922, published by the American Pharmaceutical Association; 865 pages.

This volume contains the sixty-third annual report of the progress of pharmacy and the constitution, by-laws and roll of members of the association, corrected to May, 1922, besides the roster of officers. The progress report is the most complete since the world war began and there are numerous excerpts from 1920 periodicals in relation to perfumery and soap that are of interest to pharmacists. The essentials, of course, that would concern our readers were printed at the time in The American Perfumer & Essential Oh Review, but this does not detract from the interest in the admirable report presented by Prof. Army and his associates, including Prof. Wimmer.

"French Public Finance in the Great War and Today;" with chapters on banking and currency, by Harvey E. Fisk; New York and Paris; Bankers Trust Co.

This book of 363 pages deals exhaustively with its title subject, giving ample statistical data obtained from official sources, and covers fully the Republic's mancial history since 1914. The purpose of the book is to effect a more sympathetic understanding in this country of the financial problems France had to solve during the war and of the integrity, courage and resourcefulness with which she is meeting her present day trade and other problems.

#### Italian Market for Paraffin Wax

Italy, population considered, is said to be the world's greatest consumer of candles. The old-fashioned tallow candle has given place to wax with a paraffin base and an admixture of stearic acid for coloring and hardening purposes. Italy's normal annual import requirements of paraffin wax range above 20,000 tons, of which amount approximately 75 per cent is furnished by the United States.

#### Cannot Do Without The American Perfumer

C. A. Mel arty, T. E. O'Reills, Ltd., Toronto.)

Doing without your valuable journal would be impossible to the writer



# NOTE TO READERS

This department is conducted under the general super-This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

Of the trade-marks listed those whose numbers are

Of the trade-marks listed, those whose numbers are preceded by the letter "M" have been granted registration under the Act of March 19, 1920. The remainder are those applied for under the Act of February 20, 1905, and which have been passed to publication.

Inventions Patented are designated by the letter "P." Designs Patented are designated by the letter "D."

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to

# PATENT AND TRADE-MARK DEPT.

Perfumer Pub. Co.

14 Cliff St., New York.

# TRADE-MARK REGISTRATIONS APPLIED FOR Act of Feb. 20, 1905

140,169.—A. J. Donaldson, doing business as Great Western Tea Co., San Francisco, Calif. (Filed Nov. 26, 1920. Used since Feb. 1, 1911.)—Tea, Coffee,

Flavoring Extracts for Food, Cocoa, Chocolate, Spices, Macaroni, Spaghetti, Noodles, Corn Starch, Tapioca, Rice, and Salad Dressing.

145,428.—Almo Products Co., Inc., New York, N. Y. (Filed Mar. 30, 1921. Used since Jan. 1, 1919.)—Flavors,

Extracts, and Emulsions for Food Purposes; Pie-Filling Powders, Pudding Powders, Egg-Whip Powder, Icing Pastes, Cocoa Powder, and Milk Powder. 147,853.—V. Vivaudou, Inc., New York, N. Y. (Filed May 17, 1921. Used since May 10, 1921.)—Compressed Circular Disklike Forms of Rouge and Face Powder.

148,165.—Parfumerie Roger & Gallet, Paris, France. (Filed May 24, 1921. Used since Nov., 1903.)—Pastes and Powders for Beautifying and Preserving the Teeth, Skin, and Hair, and Perfumery.

Skin, and Hair, and Perfumery.

152,112.—Western Hair Company, Spokane, Washington. (Filed Aug. 23, 1921. Used since June 21, 1921.)

—Face Powder, Lavender Lotion, Bleaching Lotion, Peroxide, Finishing Cream, Bleaching Cream, and Cold Cream, Being Preparations and Tonics for Use on Human Skin and in Treatment Thereof, Also for Daruff Remedy, Quinine Hair Tonic, and Brilliantine, Being Tonics and Dressings Used in and Upon Human Hair and for Scale Treatment and All Used in Gen-Hair and for Scalp Treatment, and All Used in General Beauty-Parlor Work.

152,721.—Societe Anonyme Des Establissements

Justin Dupont, Argenteuil, France, assignors to Justin Dupont, Inc., of New York, N. Y., a Corporation of

New York. (Filed Sept. 8, 1921. Used since Mar. 10, 1904.)—Synthetic Oils and Aromatic Chemicals Used in the Production of Perfumes.

154,014.—Dixie Laboratories, Atlanta, Ga. (Filed Oct. 12, 1921. Used since Mar., 1921.)—Hair Tonic.

155,423.—Edwin W. Watkins, Copper Hill, Tenn. (Filed Nov. 15, 1921. Used since Oct. 10, 1921.)—Face Lotion.

156,735.—George W. Dunleavy, Cambridge, Mass. (Filed Dec. 15, 1921. Used since Dec. 8, 1921.)—Toilet Waters, Face Creams and Hair Tonics.

157,097.—John Albert Hathaway, doing business as Alklitone Tooth Paste Company, Detroit, Mich. (Filed Dec. 24, 1921. Used since Oct. 1, 1921.)—Tooth Paste.

158,753.—Arthur J. Bafalis, doing business as Pearledent Chemical Laboratories, Manchester, N. H. (Filed Feb. 2, 1922. Used since about Aug., 1921.)—Medicated

159,681.—Effie M. Barnett, Pasadena, Calif. (Filed Feb. 23, 1922. Used since Dec. 1, 1921.)—Preparation

for Growing Hair. 160,462.—E. Burnham, Inc., Chicago, Ill. (Filed Mar. 10, 1922. Used since 1899.)—Gray-Hair Restorer.

160,466.—E. Burnham, Inc., Chicago, 111. (Filed Mar. 10, 1922. Used since 1917.)—Perfumes, Toilet Water, Sachets.

160,498.—Kendall Products Corp., New York, N. Y. (Filed Mar. 10, 1922. Used since about Feb. 20, 1922.)

(Filed Mar. 10, 1922. Used since about Feb. 20, 1922.)
—Detergent Preparations—Namely, Soap Products.
160,635.—The Remiller Co., New York, N. Y. (Filed Mar. 13, 1922. Used since Feb. 1, 1922.)—Face Rouge.
160,932.—De Milo Perfume Co., Inc., New York, N. Y. (Filed Mar. 20, 1922. Used since 1908.)—Cold Cream, Almond Cream, Lemon Cream, Cocoa-Butter Cream, Hair Tonic, Hair Dressing, Face Powder, Talcum Powder, Rouge, Cocoa Cream, Methol Cream, Witch-Hazel Cream, Massage Cream, Beautifier or Cream to Be Used as a Massage Cream After Shaving, Brilliantine, Lilac Vegetal, Depilatory, Styptic Powder, Perfumes, Extracts for Handkerchiefs, Shampoos and Stringents. Stringents.

Stringents.

161,474.—Anuzis & Yuknis Co., Chicago, Ill. (Filed Mar. 30, 1922. Used since Mar. 27, 1922.)—Hand Lotion. 161,530.—Wolf Eliowitz, New York, N. Y. (Filed Mar. 31, 1922. Used since Mar. 1, 1922.)—Powder Puffs. 161,601.—The Van Camp Packing Company, Inc., Indianapolis, Ind. (Filed Mar. 31, 1922. Used since Mar. 2, 1922.)—Soap.

161,835.—Harry C. Hosick, doing business as Hairon Company, Toledo, Ohio. (Filed Apr. 6, 1922. Used since Apr. 5, 1919.)—Preparation for Premature or Receding Baldness.

ceding Baldness. 161,933.—The Mills Brothers, doing business as The American Products Company, Cincinnati, Ohio. (Filed American Products Company, Cincinnati, Onio. (Filed Apr. 8, 1922. Used since Sept., 1917.)—Shaving Cream in the Nature of a Paste Soap, Toilet Soap, and Cleanser for Household Uses, Such as Cleaning Bathtubs, Kitchen Sinks, Pots and Pans, etc.

161,951.—Ernest L. Patten, Salt Lake City, Utah. (Filed Apr. 10, 1922. Used since Mar. 10, 1910.)—Hair Restorage.

Restorers.

162,090.—Frederick H. Young, doing business as the Frederick H. Young & Company, Toledo, Ohio. Filed Apr. 10, 1922. Used since 1903.)—Soaps.

162,129.—Mirrolike Mfg. Company, Long Island City, N. Y. (Filed Apr. 11, 1922. Used since Apr. 1, 1915.)—Soap Cleaners for the Removal of Spots and Stains on February and Leathers and Tax Board Oil and Cathon Removal of Spots and Stains on Removal Oil and Cathon Removal of Spots and Stains on Removal of Spots and Sp Fabrics and Leather and Tar Road Oil and Carbon Re-

162,506.—The Palmolive Company, Milwaukee, Wis. (Filed Apr. 18, 1922. Used since Feb. 15, 1922.)—Soap. 162,670.—Morris Deutsch, doing business as The French American Pharmacal Co., New York, N. Y. (Filed Apr. 21, 1922. Used since about Mar. 23, 1920.)-Depilatories.

162,850.—Poland Soap Works, Anniston, Ala. (Filed Apr. 24, 1922. Used since May 7, 1921.)—Washing Powder for Cleaning Anything That Soap and Water Will Clean.

162,962.-Yardley & Co., Ltd., Stratford, London,

(Filed Apr. 26, 1922. Used since Feb., England. 1912.)-Toilet Soap.

162,967.—Harriet Hubbard Ayer, New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922).—Per-

162,968.—Harriet Hubbard Ayer, New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Per-

162,969.—Harriet Hubbard Ayer, New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Per-

162,971.—Harriet Hubbard Ayer, New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Perfumes.

162,972.—Harriet Hubbard Ayer, New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Per-

162,973.—Harriet Hubbard Ayer, New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Per-

162,974.—Harriet Hubbard Ayer, New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Per-

162,975.—Harriet Hubbard Ayer, New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Perfumes.

163,011.—Lillian S. Thomas, doing business as Froidevaux Cie., New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Deodorant.

163.012.—Lillian S. Thomas, doing business as Froidevaux Cie., New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Toilet Creams and Toilet Powders.

163,100.—Marinello Company, La Crosse, Wis. (Filed Apr. 29, 1922. Used since July 18, 1921.)—Wrinkle Paste.

163,165.—Magnum Import Co., Inc., New York, N. Y. (Filed May 1, 1922. Used since Mar. 1, 1922.)—Perfumes, Toilet Waters, Liquid Brilliantines, Solid Brilliantines, Face Powders, Toilet Powders, Sachet Powders, Face Rouges, Lip Rouges, and Lip Sticks.

163,192.—Stil-Daniels, Detroit, Mich. (Filed May 1, 1922. Used since Apr. 18, 1922.)—Hair Dressings and

Tonics.

3,334.—Hy-Gen-Ol Laboratory, Spring Valley, N. (Filed May 4, 1922. Used Since Apr. 25, 1922.)— 163,334.-Tooth Paste.

163,335.—Hiscox Chemical Works, Patchogue, N. Y. (Filed May 4, 1922. Used since 1920.)—Toilet Lotion. 163,351.—The Packer Mfg. Co., Inc., New York, N. Y. (Filed May 4, 1922. Used since Oct. 1, 1877.)—Soap. 163,374.—Wm. H. Brown & Bro. Co., Baltimore, Md. (Filed May 5, 1922. Used since Feb. 17, 1922.)—Perfume, Toilet Water, Sachet Powder, Talcum and Face Powders

163,499.—Chicago Soap Products Co., Chicago, Ill. (Filed May 8, 1922. Used since Apr. I, 1922.)—Soap Flakes.

163,513.—Fink & Rock, Inc., New York, N. Y. (Filed May 8, 1922. Used since Mar. 31, 1922, except as to nail polish, since Mar. 15, 1922.)—Vanishing Cream, Almond Cream, Mud Massage, Nail-Polish Remover, and Nail Polish, Lemon Cream, Brilliantine,

163,535.—The E. L. Patch Company, Stoneham, Mass. (Filed May 8, 1922. Used since Feb. 15, 1922.)—Skin

Lotion. 163,575.—Enola Cosmetic Co., San Francisco, Calif. (Filed May 9, 1922. Used since Mar., 1906.)—Face Powders, Face Creams, Perfumes, Toilet Waters, Rouges, Hair Tonics, Hair Oils, Dentifrices, Tooth Powders, Nail Polishes, Deordorizing Preparations, and Sachet Powders.

163,720.—V. Vivaudou, Inc., New York, N. Y. Lay 11, 1922. Used since Apr. 26, 1922. owders, Face Creams, Perfumes, Toilet May 11, 1922. Used since Apr. 20, 1922.)—Face Powders, Face Creams, Perfumes, Toilet Waters, Rouges, Hair Tonics, Hair Oils, Dentifrices, Tooth Powders, Nail Polishes, Deodorizing Preparations, and

Sachet Powders.

163,724.—Philip H. Warshaw, New York, N. Y. (Filed May 11, 1922. Used since Oct., 1921.)—Hair Tonic.

163,766.—John Rinciari, doing business as New York Extract & Perfumery Company, New York, N. Y. (Filed May 12, 1922. Used since about Aug., 1919.)—

Hair Tonic.

163,906.—V. Vivaudou, Inc., New York, N. Y. (Filed May 15, 1922. Used since May 5, 1922.)—Face Powders, Face Creams, Perfumes, Toilet Waters, Rouges, Hair Tonics, Hair Oils, Dentifrices, Tooth Powders, Nail Polishes, Deodorizing Preparations, and Sachet Powders.

164,006.—Penn Drug Spec. Co., Pittsburgh, Pa. (Filed May 17, 1922. Used since Apr. 15, 1922.)—

Powder Puffs.

164,159.—Benjamin M. Ferguson, doing business as B. M. Ferguson & Co., Chicago, Ill. (Filed May 20, 1922. Used since Apr. 25, 1922.)—Soap. 164,171.—Lysander Kemp & Sons, Inc., Boston, Mass. (Filed May 20, 1922. Used since May 15, 1922.)—Soap

Flakes.

4,426.—S. Glemby's Sons Co., Inc., New York, N. (Filed May 24, 1922. Used since May 5, 1922.)— Powder Puffs.

164,534.—Barclay & Co., Wilmington, Del., and New York, N. Y. (Filed May 26, 1922. Used since May

10, 1922.)—Soap.
164,700.—Emil Fuller, New York, N. Y. (Filed May 31, 1922. Used since Dec. 1, 1921.)—Powder Puffs.
165,510.—Andrew J. Stone, Greybull, Wyo. (Filed June 14, 1922. Used since Dec. 1, 1921.)—Washing Compound.

165,585.—Frankford Davies and Company, Pittsburgh, a. (Filed June 16, 1922. Used since May, 1922.)— Washing Compound.

165,769.—Marguerite Sullivan, doing business as Domino House, Philadelphia, Pa. (Filed June 20, 1922. Used since Feb. 1, 1922.)—Soaps—Namely Soaps in Cake, Powder, and Liquid Forms.

165,771.—Marguerite Sullivan, doing business as Domino House, Philadelphia, Pa. (Filed June 20, 1922. Used since Feb. 1, 1922.)—Soaps—Namely, Soaps in Cake, Powder,

and Liquid Forms.

165,772.—Marguerite Sullivan, doing business as Domino House, Philadelphia, Pa. (Filed June 20, 1922. Used since Feb. 1, 1922.)—Soaps—Namely, Soaps

in Cake, Powder, and Liquid Forms.

165,974.—Western Bottle Mfg. Co., Chicago, Ill. (Filed June 23, 1922. Used since Jan. 30, 1922.)—

Powder Puffs.

# TRADE-MARK REGISTRATIONS GRANTED Act of March 19, 1920

157,804.—The Bertley Co., New York, N. Y., assignor to Jean Jordeau, Incorporated, South Orange, N. J., a Corporation of New Jersey. (Filed Oct. 28, 1919. Serial No. 124,258. Used since Sept. 13, 1919.)—Chemical Preparation for the Removal of Superfluous

157,805.—Mae Casey, Raleigh, N. C. (Filed July 7, 1922. Serial No. 166,549. Used since Jan. 1, 1919.)— (Filed July 7,

Vanishing Cream.

157,817.—A. J. Krank Manufacturing Co., St. Paul. Minn. (Filed Apr. 9, 1921. Serial No. 145,953. Used since Aug. 1, 1910.)—Shaving Cream to Be Used Be-

fore Shaving.

157,824.—Mifflin Chemical Corporation, Philadelphia.

157,824.—Mifflin Chemical Corporation, Philadelphia. Pa. (Filed July 6, 1921. Serial No. 150,077. Used since May 31, 1921.)—Antiseptic Preparation.
157,825.—Miller Laboratories, Inc., Washington, D. C. (Filed Aug. 4, 1921. Serial No. 151,369. Used since Oct., 1919.)—Shaving Soap Cream.
157,834.—The M. Shaffer Co., Philadelphia, Pa. (Filed Mar. 24, 1922. Serial No. 161,209. Used since on or about July 8, 1918.)—Tonic for the Scalp and the Hair

157,835.—The M. Shaffer Co., Philadelphia, Pa. (Filed Mar. 24, 1922. Scrial No. 161,210. Used since on or about Nov. 29, 1919.)—Toilet Water.

157,841.—Albert G. Wiswell, Wilmington, Del.

Nov. 3, 1921. Serial No. 155,002. Used since Nov. 1, 1920.)—Soap.

158,354.—Howard Herman Mentz, D.D.S., Gustine, Calif. (Filed Feb. 20, 1922. Serial No. 159,578. Used since Jan. 1, 1921.)—Mouth Washes, Tooth Powder and

158,355.—Max Miller, Brooklyn, N. Y. (Filed Jan. 21, 1922. Serial No. 158,241. Used since Dec. 15, 1920.)

—Hair Tonics, Shampoo, and Hair Pomade.

158,584.—The Scholl Manufacturing Company, Chicago, Ill. (Filed Apr. 4, 1922. Serial No. 161,754. Used since on or about May 1, 1916.)—Preparations for Use in Treatment of Foot Troubles.

158,585.—The Scholl Manufacturing Company, Chicago, Ill. (Filed Apr. 4, 1922. Serial No. 161,756. Used since 1915.)—Preparations for Use ir. the Treat-

ment of Foot Troubles.

158,586.—Jean Sénégas, New York, N. Y. (Filed Apr. 8, 1922. Serial No. 161,945. Used since 1902.)—Cosmetics, Particularly Solutions for Lightening the Hair.

# PATENTS GRANTED

Powder Container. Clen S. Humphrey, N. Y. Filed Oct. 6, 1921. Serial No. 505,939. 61,442. Brooklyn, N. Y. Term of patent 14 years.

The ornamental design for a powder container, sub-

stantially as shown.

1,425,909. Powder Container. Henry Slaiger, Attleboro, Mass., assignor to The D. F. Briggs Company, Attleboro, Mass. Filed Mar. 15, 1922. Serial No. 544,-Attleboro, Mass. Filed Mar. 15, 017. 6 Claims. (Cl. 132-821.)

1. In a powder container, a container body having a closed end and having opposed slots extending through its opposite end, a closure for the container body having an outer sleeve fitting within the container body and having a rim fitted over the outside of the body, a ferrule within the sleeve, a puff having a loop in the ferrule, and a pin having headed ends, the pin being receivable in the slots of the body and extending through the loop and through the ferrule and through the slots of the outer sleeve, whereby upon removal of the closure the pin may be moved through the slots of the outer sleeve to project the puff beyond the outer sleeve.

1,427,199. Lotion. Isaac O. Foote, Sidney, Iowa, Filed July 14, 1919. Serial No. 310,563. Renewed Jan. 28, 1922. Serial No. 532,501. 1 Claim. (Cl. 167—9.)

A composition of matter comprising substantially

equal parts of water, witch hazel extract and a mixture of equal parts of alcohol and spirits of camphor, together with smaller proportions of resorcin, Epsom salts, saltpetre and carbolic acid.

# PATENT FEES IN GERMANY

Berlin advices report that the fees payable on the registration of patents, trade-marks, and industrial designs were increased substantially on July 1, 1922. The new patent fees amount to 300 paper marks for each of the first 2 years, with a progressive increase in the subsequent annuities up to the fifteenth year for which the fee is 20,000 The new registration fee for designs is 200 marks, and protection may be extended beyond the initial 3 years on the payment of an additional 1,000 marks. The fee payable on application for trade-mark registration is 200 marks for the first class of goods in connection with which the trade-mark is to be used, and 100 marks for each additional class. The renewal fee is 300 marks for a single class, and 100 marks for every additional class of goods for which the mark is registered,

# In the House of Success

There are no elevators in the house of Success. But the stairs are long and steep, And the man who would climb to the very top Before he dare walk must creep.-Unknown.



# CHINA

Cassia Oil.—Exports of cassia oil from Hongkong totaled 285,200 pounds in 1921, valued at £39,382, compared with 274,000 pounds, valued at £87,019, in 1920. Of the total in 1921 the United States took 87,067 pounds, valued at £13,329, compared with 133,064 pounds, worth £50,069, in 1920; and Japan took 108,533 pounds, worth £13,189, compared with 75,864 pounds, valued at £17,839, in 1920.

HUMAN HAIR.—Only a small share of the Hongkong exports of human hair went to the United States, although in 1920 America was the heaviest buyer. Total exports decreased from 940,132 pounds, valued at £163,429 in 1920 to 650,267 pounds, valued at £78,902, in 1921. In 1920 the United States took human hair from Hongkong to the value of £120,738, and in 1921 took only £13,116 worth, its purchases in the latter year being exceeded by those of

China and Japan.

# **ENGLAND**

NEW EAST INDIAN ESSENTIAL OILS .- The first arrivals of two East Indian oils which are new to the London market have reached there. One is eugenol-free cinnamon leaf oil, which is of a very pleasant odor, and will be offered to manufacturing perfumers as a suitable basis for carnation perfume. The other is ajowan-seed oil, the product of two factories in Central India. This oil is guaranteed to contain a minimum of 60 per cent of recoverable thymol.

# **GERMANY**

VEGETABLE OILS FOR TECHNICAL PURPOSES. A decree published in the Reichsgesetzblatt of May 23 repeals the laws of January 6, 1916, and July 21, 1916, which had prohibited the preparation or use in any manner whatsoever, for technical purposes, of butter, butter fat, and mutton fat, and vegetable and animal oils and fats, as well as the oils and fatty acids derived therefrom, for the manufacture of soap or leather. The change was effective May 13, 1922.

# JAPAN

PERFUMERY AND SOAP IMPORTS.—Consul General G. H. Scidmore, at Yokohama, reports that in 1921 Japan imported perfumery and soaps valued at approximately \$675,000, of which \$438,000 was for perfumed waters, \$133,000 for perfumed soaps, \$71,000 for perfumed oils, waxes and preparations thereof, and slightly more than \$32,000 for soaps other than perfumed. The total weight of perfumed soaps imported was approximately 240,000 pounds, of other soaps 292,000 pounds. Detailed statistics are not yet available. In the years 1920 and 1919 the United States had a heavy lead on all kinds of soaps, with Great Britain second and France third. In those years Great Britain led on oils, fats and waxes, perfumed, and preparations thereof, with (Continued on page 326)

# THE MARKET

# Essential Oils, Aromatic Chemicals, Etc.

Substantial recovery from the depression which had been in evidence in essential oil lines for the greater part of the Summer is felt as the Autumn season commences. The adjustment of protracted labor disturbances, such as the coal and rail strikes and the increased employment in factories throughout the country, has substantially augmented the public purchasing power. Forecasts of a further broadening of business activity are everywhere made, following the settlement of the tariff question. There has been good anticipatory buying in products which will carry a higher impost, so that a decided upward movement in a number of productions seems imminent. In the case of those oils placed on the free list under the new tariff there has been some hesitancy in making fresh commitments pending final action. It is not astonishing that improvement is slow, when all of the adverse elements, including the weird fluctuations in foreign exchange rates, are considered. Confidence is rapidly returning, however, and the full force of the improvement should soon be felt.

The citrus oils have been influenced upwards moderately by the proposed tariff of 30 per cent on lemon and orange oils, but subsequently the duty on lemon and orange oils was reduced to 25 per cent ad valorem in conference. With replacement costs reduced by the lower duty some were inclined to look for a moderate easing of prices, especially in the cases of oils which had carried a rate of 20 per cent but which would henceforth come in free.

Bitter orange turned firm on this outlook, while West Indian rose about 25 cents, but the outlook is for a further advance, since the increased tariff adds 33 cents a pound to the cost of the oil. Buyers of lemon oil are showing more interest at the 80 cent level as new crop offers are held at firm prices. Limes also are affected by the tariff and are quite firm. Pressers of clove oil have been big buyers of the spice and were reported to be covered before it hit the recent high of 36 cents. Prices for clove oil have been advanced appreciably, however, and as high as \$2.75@\$3.25 is now quoted for the Bourbon varieties.

The bulk of recent supplies of oil of coriander has of late been secured from Germany. Under the impulse of higher duties the oil has advanced to \$126i\$12.50 a pound. All stocks of gingergrass, which originates in the Far East, have been cleared from the spot and a nominal situation exists for the time being. Dill seed oil is 25 cents higher. Almond oil has come to life of late with an advance in peach kernel to 30 cents inside, while bitter and "S. P. A."

A material reduction in the output of almonds in California is cited by the United States Department of Agriculture, which also points to a marked diminution in this year's output of lemons and oranges, all of which are expected to be reflected in the position of the oils. for oil of citronella has abated, but even now small lots are finding a good market at as high as 726275 cents a

Developments in the principal flower oils are generally of a bullish character. Scarcely any rose Algerian remains available, except at extraordinarily high prices, some holders

(Continued on page 326)

# PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS   Crange, sweet, West Indies   275   285   Endry Cimmanate   5.00   Almond S. P. A. G. 630   700   Crange, sweet, West Indies   275   285   Endry Cimmanate   5.00   Crange, sweet, West Indies	ESSENTIAL OILS	() many	Eshal Classical Control Control
Almond S. P. A.   6,50   700		Orange sweet Italian 100 17	Encalented 95 00
Almond F. F. C 'art'   170   190   Origanum, imitation   25   400   Geraniol, domestic   3.25   400   Almond, Facek Kernel   30   35   original minitation   25   500   Geraniol, loreign   375   original minitation   25   500   Geraniol, loreign   375   original minitation   25   500   Geraniol, loreign   375   origin   375   original minitation   25   500   Geraniol, loreign   375   original minitation   25   500   Geraniol, loreign   375   original minitation   25   500   Geraniol, loreign   375   original minitation   375		()range "Calif" 310, 12	Y 9
Almond, Sweet True		Origanum imitation 25. At	
Almond, Feach Kernel   30   35   50   60   125   50   125		Orris Root, concrete, for-	Geraniol, foreign 3.75-
Amber, crude Anse, "lead free U.S. P.   4.50 Anyrs balsamited   4.50 Anyrs balsamited   4.50 Anse, "lead free U.S. P.   4.50 Anyrs balsamited   4.50 Anse, "lead free U.S. P.   4.50 Bay, Porto Rico Anio, "lead free U.S. P.   4.50 Birch socet N. C.   2.50 Calageut, Native U. S. P.   1.50 Cale N. S.   2.50 Cale N. C.		eign(oz.) 5,25- 5.50	
Amsie, "lead free U. S. P. 56 Aspie (spike) Spanish 95 Larley 1.20 Sale (spike) Spanish 95 Larley 1.20		Orris Root, concrete, do-	
Aspie (spike) Spanish   55-120   Parchouly   150   Parchouly   25-120	4	Orgin Prot absolute (an 1 57.00	
Sapital   95- 120   Patchouly   925-   Prench   125- 130   Prenc			
Pennyroyal American   250   275   Linaly Bernzoate   nominal		Patchouly 0.25	
Pennyroyal, French   175   200   Methyl Anthramilate   4.00   5		Pennyroyal, American 2.50- 2.7.	Linalyl Benzoate nominal
Serial Content   Seri		Pennyroyal, French 1.75- 2.0	Methyl Anthranilate 4.00-
Petit Grain, French   100   1100		Peppermint 3.35- 3.4	
Penn and Comn   325   Prime (Frank   1000   11.00   Methyl Salicylate   41   45   Methyl Salic			
Prime Needles, from Pinus   Solitorial   S			Methyl Paracresol 12 50- 15 00
Disport of Rose Femelle   300-  Cade, U. S. P. T. N.   600-  75   Caiegur Native U. S. P.   75-  Calamus   4.25-  6.00   Camphor, Jap. "white   200-  225   Cananga, Java rectined   4.00-  4.25-  6.00   Cananga, Java rectined   4.00-  4.25-  6.00   Cardamon Cylon   18.00-  2.00   Cardamon Cylon   18.00-  2.00   Carsia, redistilled, U. S. P.   130-  2.00   Cardamon Cylon   15.50-  Citronella, Java   80-  2.00-  Cimitamon Cylon   15.50-  Citronella, Java   80-  2.00-  Copaba   4.00-  4.00-  Copaba   4.00			Methyl Salicylate 41- 45
Solitor   Soli			Musk Ambrette 12.00-
Cade U. S. P. "IX" 60			
Calamus, Java, rectined. 4.00. 4.25. Canaphor, Jap. white" 2.00. 4.25. Cananga, Java, rectined. 4.00. 4.25. Cananga, Java, rectined. 4.00. 4.25. Cananga, Java, rectined. 4.00. 4.25. Cardamon. Ceylon 16.00. 2.000 Cardamon. Ceylon 16.00. 2.000 Cassia, redistilled, U. S. P. 19.0. 2.000 Sassafars, natural 3.80. 4.00 Sakrol C. P. 1.00. 2.000 Cassia, redistilled, U. S. P. 19.0. 2.000 Sakrol C. P. 1.00. 2.000 Cassia, redistilled, U. S. P. 19.0. 2.000 Sakrol C. P. 1.00. 2.000 Cassia, redistilled, U. S. P. 19.0. 2.000 Cassia, redistilled, U. S. P. 19.0. 2.000 Sakrol C. P. 1.00. 2.000 Sakrol C. P. 4.00. 2.000 Sakrol C. P. 4.00. 2.000 Sakrol C. P. 4.000	Cade, U. S. P. "IX"607		
Cananga   Jav a   2.90   Cananga   Jav a   2.90   Cananga   Jav a   2.90   Cananga   Jav a   2.90   Caraway Sed   4.50   4.55   Cardamon   Ceylon   18.00   20.00   Carsol   Cedar   Ceylon   18.00   Casasi, redistilled   U. S. P. 190   2.00   Casasi, redistilled   U. S. P. 190   Casasi   U. S. P. 190   C		Posemary Spanish 60. 7	
Cananga, Java rectined 400 425 Sandalwood, East India 700 7.025 Sa		Rue	
Caraway Seed		Sage 3.75-	Phenylacetic Acid 3.00-
Cardamon Ceylon   18.00   2000   Sasiarias, natural   8.5   1.00   Sasiol, C. P.   1.00   1.00   Cedar Leaf   90   1.00   Cedar Wood   30   30   30   Cedar Wood   30   30   Save   1.00   1.00   Cedar Wood   30   Save   1.00   Cedar W			
Carsol	Caraway Seed 4.50- 4.7		
Cassia, redistilled, U. S. P. 1.90 Cassia redistilled, U. S. P. 1.90 Colar Leaf 9.0 100 Sprace 1.10 120 Sprace 1.10 120 Cassia redistilled 1.05 Sprace 1.10 120 Cassia redistilled 1.05 Cassia redisti			Sarrol
Spearmint   3.25   3.50   Terpineol C. P., imported   7.5		Constant Dones 17.50	
Sector   Section   Secti		Connemint 275 25	Terpineol, C. P., imported75-
Celery		Spruce 1.10- 1.2	Terpinyl Acetate 1.75-
Citronella, Ceylon   70.   75   Thyme, French, white   1.50   1.60   Thyme, Spanish, red.   1.25   1.40   Thyme, Spanish, red.   1.25		Tansy 9.50- 10.0	
Thyme, Spanish, red.   125   140	Cinnamon, Cevlon 15.50-	70°1 TC 1 1.1. 1.50 1.60	
Cloves   Description   3.00		China Country and 125 14	1
Cloves   Zanzibar   2.65   2.75   Copaiba   40   50   Cubebs   6.50   7.00   Cube		11'-4' D1 5 50	BEANS
Copiaiba		: hast India 30.00-	
Coriander   1250   13.00   Coroton   1.50   Coroton   1	Copaiba	Dominio 675	
Cubebs   6,50   7,00   Wormwood   11,50   Vanilla Beans   Bourbon   3,25   3,50	1 70		
Clamin   7.50	4 14 10 10 10 10 10 10 10 10 10 10 10 10 10	111 50	
Dillseed   2.5	B 70 B 7	Ylang-Ylang, Manila 38.00-	whole
Eucalyptus   Nus   70%   40   45   45   Eneme   Sweet   1.65   1.75   Acetophone   4.75   Acetophone   4.75   Iow label   2.25   SUNDRIES   Acetanium, Bourbon   6.50   7.00   Amyl Salicylate, dom   1.50   1.75   Mitted   2.25   Acetophone   4.75   Acetophone   4.7	Dillseed 4.50-	Ylang-Ylang, Bourbon 12.00- 14.0	
Fennel   Sweet   1.65   1.75   Acetophone   4.75   Geranium, Rose Algerian   10.50   12.00   Amyl Salicylate, dom.   1.50   1.75   Amyl Salicylate, dom.   1.50   1.75   Amyl Salicylate, foreign.   2.00   Autyl Salicyl Salicyl Salicyl Salicyl Miles   2.00   Autyl Salicyl Salicyl Salicyl	The state of the s		
Common   Calif   Care	2 Median protection of the contract of the con		low label
Amyl Salicylate, foreign.   2.00-  Amethol   1.60-  1.75   1.60-  1.75   1.75-  2.00   Amisk, (balma rosa)   4.50-  Anisic Aldehyde, foreign.   4.25-  4.50   Anisic Aldehyde, foreign.   4.75-  4.50   Anisic Aldehyde, foreign.   4.75-  4.50   Anisic Aldehyde, foreign.   4.75-  4.5	1		1010 1 0 0 0
Anethol   Anisic Aldehyde, foreign   Anisoc Algebra   A		Amyl Salicylate, foreign 2.00-	SUNDRIES
Comparison   Com	Geranium, Turkish (palma		
Comparing   Comp		4.35 4.50	
Guaic (Wood)			
Themlock	A OF		Ambergris, gray 28.00-
Lavender, English	The state of the s	mestic 1.90- 2.25	
Lavender   English   Enzyl Acetate   Indicate   I	Juniper Berries, rectified. 1.50- 1.7		
Lemon 80 85 Benzyl Benzoate 1.60- Lemon "Calif" 75 80 Borneol 3.50- Lemon grass 1.25- Limes, distilled 55- 60 Bromostyrol 4.75- Limes, expressed 2.75- 3.00 Carvol 7.00- Linaloe 7.05- 60 Bromostyrol 7.00- Linaloe 80 2.75- 3.00 Carvol 80 Bromostyrol 800- 2.75- Macc, distilled 1.05- Cinnamic Alcohol "Solid" 18.00- Mirbane 1.4- 16 Cinnamic Alcohol "Solid" 18.00- 20.00 Mustard, genuine 18.00- Mustard, artificial 3.40- 3.50 Citronellol, domestic 12.00- Mustard, artificial 3.40- 3.50 Citronellol, domestic 12.00- Meroli, Bigarade 195.00-250.00 Cumarin, artificial domestic 1.05- Neroli, Bigarade 1.05- Cumarin, artificial domestic 1.05- Nutmeg 1.05- Cumarin, artificial, foreign 1.05- Oponomax 28.00- Diphenylmethane 2.25- 2.50  Menthol 6.50- 6.75 Musk, Cab., pods (oz.) Musk, Tonquin, pods. (oz.) 25.00- 26.00 Musk, Tonquin, pods. (oz.) 25.00- 26.00 Orris Root, Florentine, whole 0rris Root, powdered and gran. 12- 13 Rice Starch 12- 16 Talc, Italian (ton) 45.00- 60.00 Talc, Italian (ton) 45.00- 60.00 Talc, Italian (ton) 18.00- 40.00	Lavender, English 32.0		
Lemon "Calif"   7.5- 80   Borneol   3.50-   Musk, Cab., pods (oz.)   nominal   Musk, Cab., grains (oz.)   Musk, Cab.,	On o		4.50
Lemongrass   1.25		9.50	Musk, Cab., pods(oz.) nominal
Limes, distilled	Lemongrass 1.25-	Bornylacetate 4.25-	The same of the sa
Limes, expressed 2.75 Linaloe 2.75 Macc, distilled 1.05 Mirbane 14- 16 Mustard, genuine Mustard, artificial 3.40- 3.50 Neroli, Bigarade, Extra 195.00-250.00 Neroli, Bigarade 150.00-170.00 Neroli, Bigarade 150.00-170.00 Neroli, Bigarade 150.00-170.00 Nutmeg 1.05 Oppononax 28.00-  Limamic Acid 3.25- 3.50 Musk, Tonquin, pods. (oz.) 25.00- 26.00  Mirbane 4.75- 3.00- Citranellol, domestic 12.00- Citronellol, domestic 12.00-	Limes, distilled		40.00 40.00
Macc, distilled   1.05	Limes, expressed 2.75- 3.0		
Mirbane	2311111111		Orris Root, Florentine,
Mustard, genuine         18.00-         Citral C. P.         3.00-           Mustard, artificial         3.40-         3.50         Citronellol, domestic         12.00-           Neroli, Extra         195.00-250.00         Cumarin, natural         15.00-           Neroli, Bigarade         150.00-170.00         Cumarin, artificial domestic         3.60-           Nutmeg         1.05-         Cumarin, artificial, foreign           Oppononax         28.00-         Diphenylmethane         2.25-	Assert Caracaster		whole
Mustard, artificial         3.40-3.50         Citronellol, domestic         12.00-10.00           Neroli, Bigarade, Petale         195.00-250.00         Citronellol, foreign         12.00-10.00           Neroli, Bigarade         150.00-170.00         Cumarin, artificial domestic         3.60-3.75           Nutmeg         1.05-10.00         Cumarin, artificial, foreign           Opononax         28.00-10.00         Diphenylmethane         2.25-2.50		Citral C. P 3,00-	
Neroli, Bigarade, Petale	Mustard, artificial 3.40- 3.5	Citronellol, domestic 12.00-	
Neroli, Bigarade 150 00-170.00 Cumarin, artificial domestic 3.60- 3.75 Tale. French (ton) 22.50- 50.00 Nutmeg 1.05- Cumarin, artificial, foreign Diphenylmethane 2.25- 2.50	Neroli, Bigarade, Petale	Campain natural 15.00-	
Nutmeg 1.05- Cumarin, artificial, foreign Oponomax 28.00- Diphenylmethane 2.25- 2.50	Extra		Tale, French (ton) 22.50- 50.00
Opoponax	Vutmeg 1.05-	Cumarin, artificial, foreign	Talc. domestic (ton) 18.00-40.00
Orange, bitter 2.25- Diphenyloxide	Opoponax	Diphenylmethane 2.25- 2.56	
	Orange, bitter 2.25-	Diphenyloxide	Normat.

#### THE MARKET

(Continued from page 324)

quoting up to \$12 a pound. A similar acute scarcity exists in choice qualities of lavender oil, although last advices from primary centres were that this year's crop was being held for practically the same prices as prevailed a year ago. French petit grain oil has been sky-rocketing on buying in anticipation of the tariff, sales having been made at \$8, which, plus the duty, makes a delivered price of \$10 to \$11. Bourbon ylang-ylang essential oil also has shown strong tendencies, with sellers naming \$10 to \$14 a pound. Bulgarian rose oil is weaker at \$7.25.

Oil of peppermint is the outstanding feature of domestic oductions. Definite confirmation of the fact that this productions. year's crop in Michigan and Indiana will be only 60 per cent normal has been received here. Prices have been advancing rapidly until bulk oil is held at \$3.35@\$3.50 a pound. while the redistilled commands \$3.65@\$3.75,

#### Aromatic Chemicals

With few exceptions there has been an almost general advance in selling prices for aromatic chemicals utilized by the perfumery and allied trades in response to tariff legislation. Perhaps as important a feature as any other in the general run of aromatics has been the unusually good demand which has made itself felt for vanillin for which the principal sellers have been asking from 50 to 55 cents an ounce. Although \$3.50 a pound is still quoted by the principal producers of coumarin, it is understood that deliveries have been decidedly backward with the result that spot goods have generally been commanding a premium of 25 cents. Domestic producers have advanced the schedule of prices for U. S. P. benzaldehyde to \$1.75@\$2 a pound, as in addition to the higher tariff under the coal tar classification it will be assessed on the American valuation basis. Carvol has jumped fully \$1 a pound in sympathy with oil of caraway seed. An advance of 10 cents is named in diphenyl-oxide to 85 cents and \$1 a pound. The tariff has influenced an advance of 50 cents in foreign geraniol. Artificial musks have developed a scarcity while musk ketone has been raised about \$2 a pound.

# Natural Perfumery Products

Menthol has developed stronger tendencies in keeping with a better seasonal demand from manufacturers of menthol inhalers as well as from the manufacturers of pharmaceuticals, with last spot prices on the basis of \$6.50\asta \$6.50\asta \$6.75\asta pound. Importations of thymol have been more liberal of late and offerings are made more freely at as low as \$4.30 a pound. An upward movement has featured the market on lanolin with the hydrous advanced to 226a24 cents a pound and the anhydrous to 24@28 cents. a wide range of prices for ambergris, according to quality, but a fair valuation for the black would be \$8 to \$12, while the gray is held at \$28. Manufacturing and distributing houses which utilize alcohol have been co-operating with Government officials to correct the delays and red tape obstacles which have proved stumbling blocks to the legitimate users of industrial alcohol,

#### Vanilla Beans

In the face of practically the largest sales of vanilla extract on record there has developed as acute a situation in vanilla beans as has ever been witnessed. Stocks of Mexicans are virtually exhausted, according to advices received in this market, which indicates that from \$12 to \$18 is being paid, although stocks have shrunk to such low proportions that it is doubtful if as much as 5,000 pounds of vanilla could be secured from any one seller. Altogether there are less than 25,000 pounds of Mexican vanilla available to take care of consuming requirements for the next twelve months. There may be some arrivals of cut Mexican beans during March, but no whole beans are expected until May, June and July of next year.

To further aggravate the acute vanilla shortage it is now confirmed that the coming crop of Bourbon vanilla which were to be used to fill the gap caused by the shortage of Mexicans will be fully 331/2 per cent short. of Bourbon vanilla at Marseilles and Bordeaux have been cleared, it is reported.

# FOREIGN CORRESPONDENCE

(Continued from page 324)

France second and the United States third. In 1920 and 1919 France led in perfumed waters, with Great Britain second and United States third. The 1921 figures indicate considerable gains.

# JAPAN

REFUND OF EXCISE TAX ON ALCOHOL FOR INDUSTRIAL Use.-A Japanese imperial decree of June 28, 1922, grants the privilege of refund of revenue taxes paid on alcohol used in the manufacture of soap, camphor, alcoholic beverages, and alcohol denatured by processes conforming to the Government regulations, and of perfumes and toilet water for export. Documents must be presented furnishing comprehensive details of the origin and use of the alcohol. In the case of perfumes and toilet water, export permits or equivalent documents must also be presented.

# HONDURAS

REDUCTION OF IMPORT DUTIES ON SOAP.—A congressional decree reduces the duties on common soap, tallow, natural greases, and candles imported into Honduras, effective June 1, 1922. The old and new tariff schedules are as follows, in

pesos:	Former duty,	New duty,
Pe	r ! i kilo	Per 1/2 kilo
Common soap, unscented, in cakes, bars,		
or paste	0.10	0.04
Tallow, raw, and greases classified as		
natural	.10	.0.2
Candles of stearin, sperm, paraffin, or		
composition	.08	.04
Duties are paid half in U.S. current	y and h	alf in Hon-
duras currency.		

# SEYCHELLES.

CINNAMON LEAF OIL, THYMOL AND VANILIA.-The British Colonial Office report on the Seychelles for 1919. just issued, states that during the year forty-four cinnamon-leaf oil distilleries worked, producing 24,430 litres, which fetched high prices on the London market. The high prices induced planters to erect more distilleries towards the end of the year. The value of this product is increasing. Ocimum viride oil, produced in the colony experimentally on the recommendation of Professor Dunstan, was found to contain over 50 per cent of thymol, and the culture of this plant, which grows well as an intercalary crop, is being taken up. Vanilla is cultivated at present only in a few spots in South Mahe and Praslin, The crop hardly reached four tons for 1919. Researches in connection with the treatment of the disease are in progress. It has been found that the manufacture of copra and the distillation of essential oils pay better than vanilla culture in the worn-out soils of the colony.

#### YUGOSLAVIA

IMPORTATION OF LUXURIES .- The budget law of June 30, 1922, cancels from July 1 the prohibition on the importation of luxuries into Yugoslavia imposed by a ministerial decision of March 1, 1922. This removal, however, is conditioned upon an advance in the agio increasing the duty on such imports.

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal every month.



# SOAP IN THE NEW TARIFF LAW

Our Washington correspondence gives the text of those parts of the new Tariff Law that affect the soap industry. Some changes were made in the final disposal of soap materials. The fight of the manufacturers to put coconut oil on the free list was almost won once, but later was lost. Still the rate was kept down to 2 cents, despite the Senate's attempt to fix it at 4 cents per pound.

Section 82 was amended in the closing hours so that it reads: Castile soap, 15 per cent ad valorem; toilet soap, 30 per cent ad valorem; all other soap and soap powder not specially provided for, 15 per cent ad valorem.

Details of soap material duties will be found in our reprint of the official text.

#### GERMAN POTASH PRICES RISING

German potash prices will be raised 3 per cent on October 1 to meet the rising costs of coal and labor, the Commerce Department has been advised by Trade Commissioner Alfred P. Dennis, at Berlin. The reported accord between German and Alsatian potash groups to establish a monopoly and raise prices, however, he reported, had been denied by officers of the German potash syndicate.

The output of German potash for 1922 was estimated in the advices at 1,250,000 metric tons, compared with 921,000 tons last year, while the former German potash mines in Alsace will yield 120,000 tons of potash in 1922. The Alsatian export capacity this year was estimated at 60,000 tons and the German export capacity at 400,000 tons.

# NEW U. S. SOAP SPECIFICATIONS

The Bureau of Standards on July 27, this year, issued new specifications for the various types of soap used by the various departments of the United States Government. These are contained in a publication known as "Circular of the Bureau of Standards.

No. 123-Specification for White Floating Soap.

No. 124-Specification for Liquid Soap.

No. 125--Specification for Soap Powder. No. 126--Specification for Salt Water Soap.

No. 127-Specification for Automobile Soap.

No. 128-Specification for Chip Soap.

No. 129-Specification for Ordinary Laundry Soap.

No. 130—Specification for Grit Cake Soap. No. 131—Specification for Compounds (a) and (b) for

Floors and Soaps Scouring Compound (c).

No. 132-Specification for Hand Grit Soap."

These new specifications are very much fuller than those formerly issued to bidders and contain not only the general specifications but also give the methods for sampling of the soap and the laboratory examination methods of analysis. They are decidedly more valuable than the old specifications which usually consisted of a single sheet with very meager information.

Copies of these specifications may be obtained for five cents each from the Superintendent of Documents, Government Printing Office, Washington, D. C.

# USE OF HEXALIN AND METHYLHEXALIN IN SOAPMAKING\*

Interested by the various accounts that have already been published in trade papers concerning the use of hexalin and methylhexalin in soapmaking, I felt induced to experiment with these new products in order to be able to form my own opinion concerning them.

For the sake of those who have not yet read the articles published concerning the two new products, I will give a brief summary in order that they may understand the subject better. Hexalin and methylhexalin are hydrogenated phenols which, according to the statements of the authors of the papers mentioned, have the property of dissolving fats, oils, resins, etc., easily and completely, as well as dissolving magnesium and calcium soaps. This solvent power, they maintain, persists to a noticeable degree even in aqueous soap solutions.

These are such notable characteristics that a soap manufacturer can not pass them by carelessly, if he does not wish to be left behind,-rather, he is forced to give the new products his whole attention. Moreover, as I found the results verified throughout by the experiments already made, I certainly believe that the use of methylhexalin, in particular, which is cheaper than hexalin and which is generally perfectly satisfactory for soapmaking will soon be con-

Although, in my opinion, by far the greatest possible use for the hydrogenated phenols in soap manufacture lies in textile soap making, I wished to carry out my first experiments, the only ones that I am going to describe here, with an ordinary hard washing soap. I did this because it offered me a better opportunity for making practical washing experiments in my own or in my friends' households, and because I know how valuable the judgment of a capable, experienced housewife is in this respect.

I therefore made up a mixture of one-half palm kernel oil fatty acids and one-half tallow fatty acids. I allowed the whole quantity to melt and mix together thoroughly. Then I determined the saponification number of the mixture as well as the content of actual caustic soda in the 38 degree caustic lye used, in order to calculate the quantity of lye required for the saponification of every 100 kilos of

<sup>\*</sup> From Seifensiederzeitung, April 6, 1922, p. 238.

the fatty mixture. Almost exactly 50 kilos of lye were used for this. I placed this in a small jacketed kettle, provided with a mechanical stirrer, which is particularly well adapted for such experiments, and heated to 65° C. Then 100 kilos of the fatty acid mixture were weighed and thoroughly mixed with 7½ kilos of methylhexalin. After the stirring apparatus had been put in operation, this mixture was added slowly to the lye.

The addition of the methylhexalin to the fatty mixture before saponification can occur here without hesitation because these hydrated phenols have a very high boiling point compared to other dissolving media, such as benzine, carbon tetrachloride, or the like, which evaporate at a comparatively low temperature; and also because, as will be shown later, particularly in experiments with neutral fats, they have the advantage of favorably affecting the process The saponification proceeded very of saponification. smoothly and was finished in a very short time. In order to make the soap a little more fluid I now added 15 kilos of 30 degree carbonate of potash solution, and obtained a beautiful granular soap in the kettle which was perfectly, clearly soluble and could be regarded as practically neutral according to the phenolphthalein test. I did not wish to use perfume, as I did not wish to influence the opinion concerning the smell of the soap when used the soap was next poured into a form to cool,

I repeated the experiment, which had taken only a short time, with 100 kilos more of the fatty acid mixture. But this time I mixed 15 kilos of methylhexalin with it. I then made two more experiments with 7½ and 15 kilos of hexalin respectively. All these experiments were carried out in the same way and gave the same equally good results.

After the soap had grown cold and was cut into bars, comparisons could be made between them, as well as with similar soaps made without the addition of hexalin or methylhexalin.

As was anticipated, the color of the soap was not changed in any way, as the hydrogenated phenols are produced clear of water.

The smell that always appeared distinctly in soaps that had an addition of 10 per cent was not disagreeable as is often the case in soaps which contain benzine, etc.

The bardness of the soap did not suffer. The soaps with the addition were just as hard as those without it. The soaps lathered very well and the suds were thick and permanent.

And now came the actual washing tests, that are not easily carried out if one wishes the most unbiased opinion possible. Pieces of laundry were soiled as nearly uniformly as possible, even with fat and oil. Then they were treated with the different soaps, with and without the addition, under the same conditions. A strikingly greater cleansing power was evident in the soaps with the 10 per cent addition of hexalin and methylhexalin, compared with the soaps that had no such addition. Fatty dirt in particular, which could be removed by ordinary soap only with the help of a considerable amount of added soda and by long rubbing, was dissolved by washing with the soap containing 10 per cent of methylhexalin comparatively easily and completely and without rubbing the pieces of laundry too. much. The advantage of using soaps that contain a sufficiently large percentage of the hydrogenated phenols was in this case very obvious. The beneats included timesaving, thorough cleansing and greater saving of the laundry with less consumption of washing materials. With the high prices which must be paid to lay for wages, for expensive clothes and for the washing materials themselves, these advantages are extremely great and will certainly soon become known to the consumers.

The results obtained seem to me so good that I shall continue the experiments with other soaps, particularly with textile soaps, in order to be able to form an opinion about these also. In the interests of all and because of the great significance of this subject for German soap manufacture. I shall report on these further experiments also.

#### ANALYSIS OF PARTIALLY SPLIT FATS

By Dr. W. FAHRION.

By the autoelave process, by the Twitchell process, and in the reining of fats and oils there are obtained mixtures of fatty acids with neutral fat, which usually come into commerce under the name of fatty acids. These mixtures, which are of some importance to the soap manufacturer, may be analyzed by determining the acid number and the saponification number and calculating the per cent of fatty 100 x Acid No.

acids by the formula x = \_\_\_\_\_, which is de-Sapon. No.

rived from the proportion x: 100:: Acid No.: Sapon. No This method is subject to two sources of error which, however, counteract each other fairly well when the mixture consists of equal parts of fatty acid and neutral fat.

# Determination of the Degree of Splitting in Fats

By PROF. DR. D. HOLDE.

The two sources of error referred to in the above article may be excluded if one employs the formula proposed by 100 x Acid No.

Davidsohn: x = ---- in which n signifies the acid

number of the total fatty acids contained in the split fat. In this case it will be necessary, of course, after determining the acid number, to separate the total fatty acids after saponifying, and to determine their acid number. The soap manufacturer is interested, of course, in knowing what part of the fat may be saponified with soda and what proportion will require caustic. The determination of the degree of splitting should therefore include a gravimetric determination of the free fatty acid which is extracted by soda from a solution of the fat in ether or petroleum ether, and a determination of the unsaponitable matter as well.

—Chemische Umschau.

## Soap Nearly Equals U. S. Navy's Tonnage

Based on the census figures given in our last issue, (2,432,591 pounds, or 1,216,295 tons), if all the soap that is manufactured annually in the United States could be floated it would represent a tonnage not greatly less than that of the United States Navy, battleships, cruisers, destroyers, submarines, transports and all.

Figured on the basis of the present estimated population of the country there is produced each year twenty-two pounds of soap for every person in the country, although there is perhaps no commodity which varies more in point of individual consumption than this one. More scap is being produced in proportion to the population than in the output of twenty years ago—about five pounds more for every individual in the country.

# STAGES IN THE MANUFACTURE OF FATTY ACIDS

The manufacture of fatty acids consists of several stages, writes Mr. H. Voss in the Chemiker Zeitung, as abstracted by the London Oil & Color Trades Journal, viz., decomposition of the neutral fats by oxides of alkaline earths or metals (or by the fermentative process); decomposing the resulting soaps with mineral acids; drying the fatty acids; treatment with sulphuric monohydrate, followed by steaming to decompose the sulphate of oxystearic acid; drying; distillation; crystallization and pressing; purifying and concentrating the glycerine liquor; and treatment of the residues. There are several known methods for effecting the primary decomposition of the fats, but the only one extensively employed in candle making is the autoclave

In carrying out this process on a practical scale, it may be assumed that a ton of fat is to be treated every 12 hours, and the dimensions and quantities specified hereinafter are based on that scale. The fat must first be melted down and pre-heated to about 120° C., in order to avoid dilution of the glycerine liquor in the autoclave, and also to allow impurities to settle down. If much dirt is present, a preliminary filtration is advantageous, since protein and cellular matter are liable to char in the autoclave and discolor both the fatty acids and the glycerine. The (jacketed) melting pan should have a capacity of about 300 gals., and he made of wrought iron of sufficient strength for a working pressure of 4 atmospheres. It must be provided with stirrers, and the cover be provided with a discharge pipe for the vapors and a scum gutter round the edge. Other fittings include steam inlet and outlet pipes, a safety valve, and a bottom cock for drawing off the fat. The steam consumption will be about 35 lb, per hour.

The fat is decomposed with milk of lime, containing 15 per cent of CaO (density 15° B.), prepared by slaking the lime in a pan large enough to hold a week's supply underneath the perforated false bottom provided to retain any insoluble matter.

The autoclave is a copper cylinder with domed base and top, the latter being provided with a manhole, the cover of which carries all the fittings except the feed-cock for the milk of lime. The height of the cylinder is 21/2-3 times the diameter. Copper may be replaced by iron lined with aluminum, or by aluminium alone, the choice depending on the relative cost. The autoclave should have a capacity double the quantity of fat to be treated, and be fitted with the necessary valves for steam and fat, safety valve, pressure gauge, relief valve, and sampler, all of bronze.

The vessel having been warmed up by the admission of steam, the fat and milk of lime are run in (the proportion of the latter being 12-15 per cent, equivalent to about 3 per cent of CaO), followed by the gradual admission of steam until all the air is expelled. At first the steam condenser and the pressure rises but slowly, the contents of the vessel being kept in a state of agitation, which, however, ceases when the pressure-gauge indicates the attainment of the full working pressure, especially if the steam outlet valve is eased a little. The apparatus being well insulated, there is then little loss of heat and the operation proceeds automatically. At the end of about five hours the first sample is taken, and hourly thereafter, to check the progress of the decomposition. When this attains 94-97 per cent of the neutral fat, steam is shut off, and after a rest of 20 minutes the glycerine liquor is drawn off into a collecting vat, and the fatty acid into a similar receptacle, the auto-

clave being then ready for a fresh charge.

Practical trials with a mixture of tallow and palm oil in equal proportions have shown that about two-thirds of the neutral fat mixture decomposed after the first hour in the autoclave, and 941/2 per cent in 6 hours; and as the final portions decompose much more slowly, it is uneconomical to continue beyond 94-97 per cent. The quantity of steam required for the process is approximately 10 per cent of the weight of fat treated, about 3 per cent being consumed in heating the autoclave and 1½ per cent condensed in the Since both these last amounts are found in the apparatus. glycerine liquor it is easy to calculate the volume and strength of the latter from the water content of the milk of lime and the glycerine content of the neutral fat.

The boiler supplying the steam should be capable of providing it at a working pressure of 12 atmos,, and if the ordinary works boiler is not up to this standard, a special boiler will be required for the autoclave. A water-tube boiler is preferable, with a heating surface of about 125 sq. ft., so that it can furnish about 80 lb. of steam per hour.

The glycerine vats are of oak, pitch-pine, or iron, lined with lead, and of a capacity of about 300 gals., or sufficient to hold the glycerine liquor (about a ton) from two 1-ton charges of the autoclave, leaving a free space about 12 inches deep above the level of the liquor. A copper steam coil, with a heating surface of about 18 sq. ft., is arranged about 4 inches from the bottom. The hot glycerine liquor is treated with enough thick (but fluid) milk of lime to produce a weak alkaline reaction, and convert the final traces of neutral fat into lime soap (which is skimmed off and returned to the autoclave treatment). The steam consumption in this vat is about 45 lb. per hour. The liquor is then neutralised with sulphuric acid, and passed through a filter press, working under a head of 10/12 ft., which discharges into a purified liquor tank.

Two vats of the same material as the liquor vats, and each holding some 550 gals., will be required for the fatty acid; and these must be fitted with steam coils (40 sq. ft. heating surface), and with sampling cocks at different heights, in addition to the draw-off cocks for water and fat. Hot water is mixed with a fatty acid to wash out the residual traces of glycerine, the washings being used for preparing the milk of lime. The steam consumption is about 65 lb. per

hour.

After settling, the fatty acid and lime soap are transferred to shallow, rectangular, lead-lined iron tanks, 2-3 ft. in depth, and provided, about 6 inches from the bottom, with a hinged, lead-coated copper steam coil (40 sq. ft. heating surface). Here the lime soap is decomposed with sulphuric acid, for which purpose, assuming the autoclave charge to have consisted of 66 lb. of lime, 116 lb. of monohydrate (chamber acid) will be needed, theoretically. 1-2 per cent more being actually required in practice. After boiling 2-3 hours, until the lime soap is all decomposed, the fatty acids are left to separate out, and are transferred to lead-lined pine or iron washing vats, holding about 550 gals, each, where they are washed with hot water and direct steam from an acid-proof perforated coil. Where the fatty acids are to be distilled, they must be washed until perfectly neutral effluent is obtained; but where they are to be acidified less care is needed, and the washing may be performed in the decomposing tanks and run directly into the drying vats. These latter are similar to the acid vats. and are fitted with a copper coil having a heating surface of about 35 sq. ft., as well as an air blast.

The acidifier serves the purpose of transforming a portion of the oleic acid into the sulphuric ester of oxystearic acid, which is then split up into the two acids by boiling with water, the oxystearic acid, in turn, furnishing iso-oleic acid and water on distillation. The vessel, which has a capacity of about 350 gals., is made of acid-proof ferrosilicon, and is fitted with a stirrer of the same material The hood has a manhole with tight-fitting cover, and the lower part of the vessel is jacketed so as to give a heating surface of about 30 sq. ft. The vessel is pre-heated with steam, and the heating is continued until the charge of ratty acid attains a temperature of about 120° C. The stirrer is then set to work, and the sulphuric monohydrate is forced in by an air blast at such a rate that it will be thoroughly incorporated with the charge in about 1½ hours. After stirring for an hour longer, taking care that the temperature does not rise above 130° C., the contents are run off into a washing tank of the kind already described. Here, after boiling to decompose the sulphonated fatty acid, the oxystearic acid (contaminated with carbonized organic matter) is washed until the washings run away neutral, and the acid is dried as described above, special care being taken to expel all the moisture, so as to prevent priming in the still.

The distillation plant is of the ordinary vacuum-still type, which, although having little influence on the working temperature or output capacity, offers the advantage of precluding any dangerous internal pressures. The distillates are collected in receivers, from which they are delivered, by air pressure, into delivery casks, or into the cooling-room tanks, when the solid acids are to be separated

out, by crystallization, for candle making.

The stills are preferably made of acid-resisting cast iron, which is just as good as copper for this purpose; but the condensers of copper or aluminum, whichever is cheaper. The receivers are of lead-lined iron, copper, or aluminum. The flue of the still fire is provided with a superheater. The condenser is cooled with air and water (water alone in the case of candle material), the temperature of the latter being higher than the setting point of the distillate.

The stills have a capacity of about 250 gals., the heating surface of the steam coil being about 26 sq. ft. and the surface of the condenser coil about 125 sq. ft. The charge consists of about 16 cwt. of dry fatty acid, pre-heated to about 130° C. When the contents reach 150° C., superheated steam is slowly turned on, and at about 240° C. the fatty acids begin to pass over. In about three hours 7 cwt. of distillate will be obtained, and the deficiency in the still is made good with fresh charge. Towards the end of the operation, the still temperature rises to about 280°, and the undistilled charge darkens in color. When a cooled sample is soft enough to take the impression of the finger nail without, however, sticking to the finger, the fire is drawn, to prevent cooking, and the pitch is run off, the still being then ready for a fresh charge. Good fats yield 2-4 per cent of pitch, herring oil 8-14 per cent, and wool fat up to 35 per cent. The oreration takes about 10 hours from start to finish, and consumes about 7 cwt of steam, the coal consumption being ½ cwt. per hour. The moist air in the still is removed by a pump provided with a jet condenser and driven by any suitable means.

To separate the stearin from the olein, the distillate is transferred to shallow crystallizing pans corresponding in dimensions to the plates of the hydraulic press. The total capacity of the pans should be three times as great as the volume of fatty acids to be dealt with in a 12 hour day. The tinned steel stampings forming the pans are 2½-3 inches deep on three sides, the fourth having an overflow rim about 2 inches high, so that the cakes will not exceed this thickness. The crystallizing process takes 12-24 hours, according to the external temperature, but is accelerated,

in large works, by artificial cold.

The crystallized cakes are wrapped in camel-hair cloths and treated in hydraulic presses, the first pressing being cold, the second with warmed plates. The working pressure is 300-400 atmospheres. The movable press plates in the vertical presses are self-adjusting at uniform distance when the press is opened, so that they do not have to be taken out for recharging; but this arrangement is only provided in the warm presses of the horizontal type. The plates are of sheet steel, about ½ inch thick for the cold press and ½ inches for the warm press, the latter being bored for the passage of the heating steam. The cold pressing takes 3-4 hours, but the second pressing only 1-1½ bours, so that the number of plates used in the latter operation can be proportionately smaller.

The presses are operated by water or oil under pressure, the pumps having 2-6 plungers according to the number of presses. The cold process is carried on with a pressure of about 75 atmos., and the hot pressing at 350 atmos. In

large works, accumulators are used to equalize the pressure. The olein running from the press gutters is collected and stored in a cool room, for the separation of any residual solid acid. The acidification process reduces the yield of olein from 45 per cent of the original weight of fat to 35 per cent, and this conversion cannot be increased, since the sulphuric acid, if used in larger proportion, attacks the solid fatty acids. The cooling vats should have an aggregate capacity sufficient to hold 8-14 days' output, this being the time required for the complete deposition of the solid acids contained in the olein. The latter is finally strained off in a filter press, the solid cakes being returned to the fatty acid distillate. The filter press is of the chamber pattern, working under a pressure equivalent to a head of about 14 ft., and the cakes should not be more than 1 meh thick.

The glycerine liquor varies in concentration between 3 and 12 per cent, according to the purity of the original fat and the efficiency of the insulation of the autoclave. In the case under consideration, the process will furnish about 1,140 lb. of 11 per cent glycerine liquor, of sp. gr. 1,026 (3.8° B.). If not to be refined, this liquor must be concentrated to 28-30° B., preferably in vacuum pans of copper, or iron with bronze bottoms and brass coils. The amount of water to be expelled can be determined by the equation  $W = Q(1 - g_0/g)$ , in which W represents the weight of water to be removed, Q the weight of glycerine in the liquor,  $g_0$  the original gravity, and g the final gravity. In the present case W = 730 lb. of water to be driven off every 12 hours, and as this quantity is small it is preferably to treat a week's output at a time, viz., about 3 tons of liquor, containing 2 tons of water, which will require a vacuum pan with a heating surface of about 65 sq. ft.

The residues from the whole process consist of gypsum, sweepings, and other fatty substances. These are collected in a shed, left to dry and mixed with coke breeze, sawdust, or dry sand, and extracted with benzine or trichlore-thylene, the latter being preferable as being uninflammable. About 20-30 per cent of dirty fat is recovered, which can be purified in the stearin works. The amount of waste to be treated in this way is about 12 per cent of gypsum and half that quantity of other waste, calculated on the

original weight of fat taken.

# PHENOLPHTHALEIN REACTION IN SOAPS.

In our June issue, Page 191, we printed a lengthy and interesting article by K. L. Weber on "Phenolphthaicin as a Reagent on Caustic Alkali." Th. Legrandini. (Z. deut. Oel-Fett-Ind., 42, 314), now contributes an article on the "Phenolphthalein Reaction of Soaps," which Chemical Abstracts summarizes as follows: A hot alcoholic solution of a K soap gave a red color with phenolphthalein, disappearing on cooling and reappearing on second heating. When excluding atmosphere CO, during cooling, the reheated solution retained its red color. An alcoholic solution of K<sub>2</sub>(\*O<sub>2</sub> behaved in the same way, but parallel tests with Na,CO, showed absence of color in all cases. It seems that hydrolysis occurs in hot alcoholic solutions of K<sub>2</sub>CO<sub>4</sub> and K soaps but does not occur in the corresponding Na compounds. Washed CO, gas was next passed at room temperature into an alcoholic solution containing about 15% liquid fatty acids. A turbidity occurred which upon heating to 70-80 disappeared. Evidently the soap decomposed by CO, at ordinary temperature, liberating fatty acids; it is possible that the presence of these acids is responsible for the greater lathering power of K soaps, since Na soaps increase their lathering power by the addition of free fatty acids.

# Woman Scientist Studies Oleoresin Production

In a bulletin just issued, Dr. Eloise Gerry, of the Forest Products Laboratory, Forest Service, describes the production of oleoresin from which turpentine and rosin are made and describes systems and their results, together with making suggestions for future production and research. It may be obtained free of charge by writing to the Department of Agriculture and asking for Oleoresin Production, Bulletin No. 1064.

# U. S. SOAP EXPORTS IN JUNE

Domestic exports of soaps of all kinds during June totaled 8,390,375 pounds, valued at \$532,567, according to the U. S. Bureau of Foreign and Domestic Commerce. This compares favorably in quantity, if not in value, with 6,578,240 pounds, valued at \$719,131, exported in May. Of the June shipments, 620,345 pounds, valued at \$235,295, was toilet or fancy soap, and the balance laundry and other kinds.

Of the seventy-seven countries or localities listed as destinations England received the most toilet soap, 113,218 pounds, valued at \$62,859; Mexico the most laundry soap, 3,137,163 pounds, valued at \$219,190; Cuba the most of other kinds, 245,129 pounds, valued at \$23,768.

# JAMAICA LIKES U. S. SOAPS

In spite of the tariff duty of 20% ad valorem on fancy soaps and periumery, considerable quantities are imported into Jamaica, according to the American Consul at Kingston. The British and Canadian products have a 25% preference. In 1920, the last year for which statistics are available, there were 5,076,562 pounds of common soap imported, valued at \$533,208, and of this 251,722 pounds valued at \$26,435 was from the United States, while the remainder being from Great Britain. The report adds: "American fancy soap has always led in this market and in 1920 over 50% of this kind of soap was imported from the United States. The United States also leads in the importations of perfumery."

# June Vegetable Oil Exports and Imports

Vegetable oils, expressed, exported from the United States in June totaled 3,852,362 pounds and were valued at \$457,189, according to the records of the U. S. Bureau of Foreign and Domestic Commerce. This compares with 4,462,759 pounds, valued at \$531,939, exported in May. Fifty-six foreign countries or localities shared in the receipt of these oils, Canada, Cuba and Mexico being the largest customers.

Imports of vegetable oils into the United States in June were as follows: (May figures in parenthesis for comparison): Coconut oil, 1,633,909 gallons, valued at \$897,867 (2,181,452 gallons, valued at \$1,189,956); 49,035 gallons, valued at \$47,889 (27,188 gallons, valued at \$22,335); edible olive oil, 823,775 gallons, valued at \$1,225,060 (866,179 gallons, valued at \$1,349,620). The totals are:—2,506,719 gallons, valued at \$2,173,816 (3,074,819 gallons, valued at \$2,199,873).

### Glycerine Exports and Imports in June

Exports of glycerine from the United States in June totaled 169,909 pounds, valued at \$25,413, according to the U. S. Bureau of Foreign and Domestic Commerce. This may be compared with 87,440 pounds, valued at \$37,839, shipped in May. Imports of crude glycerine during the month made a total of 85,905 pounds, valued at \$7,027. Twenty-five countries or localities shared in the receipt of the glycerine exported.

# Growth of Peanut Oil Production

The commercial production of peanut oil, which has developed rapidly since 1915, has resulted in the appearance on the market of large quantities of by-products. The processes are described in Department Bulletin 1096, "By-Products from Crushing Peanuts," by J. B. Reed, of the Bureau of Chemistry, just issued by the United States Department of Agriculture.

# Features to Be Found on Other Pages.

Readers of the Soap Section may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

# FEATURES OF SOAP MATERIAL MARKET

(Continued from next page)

Oil is a little bit easier abroad and business is solicited in round lots at 8c per pound f. o. b. New York in hardwood cooperage.

Spot stocks of prime, green Olive Oil Foots are scarce and the market is firm at 94c New York in barrels. The European market is steady and firm offers on future shipments are light. Business has been declined for early shipments from Europe at 84c New York in barrels. A fairly good business has been done in pure, denatured Olive Oil at \$1.15 per gallon.

September 15, 1922.

A. H. HORNER.

# Industrial Chemicals

The appearance of enormous demands for alkali products has been the outstanding feature of industrial chemical markets during the interval. Caustic soda, soda ash and bleaching powder have all been in splendid demand, most of the buying being for the account of domestic consumers. American producers shipped caustic soda to Europe in heavy volume earlier in the year, and in order to let domestic consumers have a chance at some of the material it was found necessary to advance export prices. Export caustic is now quoted at 3.55 f. a. s., with small lots for domestic use held at 334@4 cents a pound ex-store. There is an active demand for contract shipments at 2½ cents basis of 60 per cent for carlots. The soda ash market is likewise in decidedly strong shape at \$1.75 for single bags with \$1.95 qualed for barrels in active the solution of the soluti with \$1.95 quoted for barrels in carlots on spot. quantities are held at from \$2.10 to \$2.30 per 100 pounds. Caustic potash is in decidedly firm shape at 51/2@51/4 cents a pound with shipments quoted at about the same price as spot material. Importers have brought in large lots of caustic potash and these are being held for an advance. There is an abundant supply of calcined carbonate of potash available which is offered at prices ranging from 4¼ to 6½ cents a pound, depending on test. Hydrated is firm at 6¼ to 7 cents. Sulphuric acid for prompt shipment is higher in some quarters, the advance amounting to about \$1 with the 66 degrees quoted at \$15@\$16 a ton and the 60 degrees at \$10 to \$12 per ton.

# Other Soap Materials

Interest attached to the launching of what will be known as the National Naval Stores Association which established standards for naval stores and required all naval stores sold in interstate and foreign commerce to comply with its regulations. While there will be neither State nor Federal inspections the United States Department of Agriculture will have regulatory supervision over the industry. The trend of rosins generally has been upwards, being influenced by the strength in Southern primary markets as well as the rising trend of prices in London. The statistical position generally is regarded as bullish, settlement of the coal and rail strikes having had a beneficial influence on the position of the market. The advance of the Fall season should bring a gradual expansion in the volume of dealings, it is believed. No increase has been seen in the volume of offerings of tallow or greases, although prices continue rather easy owing to lack of any substantial volume of buying.

#### New Swiss Patent for Making Soap

According to Swiss patent 90,959 of H. Furrer, of Berne, a soap is made by dissolving olive oil curd soaps with butter curd soaps by warming them in soda lye; the mass is then allowed to cool down, whereupon the boiling lye is removed, the curd washed out in salt water solution and then allowed to stand; the soap is removed from the lye, distilled water is added, and the mixture is again heated, whereupon it is allowed to settle. The bodies deposited are then removed, coconut oil and glycerine added, and the mass is well stirred together, and finally the batch is perfumed with any suitable essences.

# MARKET REVIEW ON TALLOW, ETC.

#### TALLOW

(Written Specially for This Journal)

The general market is practically unchanged as far as prices are concerned, but the underlying tone for extra grade is a trifle firmer with prices 63<sub>4</sub>c, at sellers' plants and 65<sub>8</sub>c, delivered

There is also a steadier tone to the medium grade such as the New York Special and out-of-town stocks of this type are selling at 6/4-6/2c.

Greases are holding firm at 51/4-6c, loose depnding on acid and quality with a steady and sustained demand.

While undoubtedly relative values between poor grade dark stock and choice tallow will, as we approach the winter, readjust themselves to a more normal basis, there are as yet no indications that this change will take place during this month.

September 18, 1922.

TOBIAS T. PERGAMENT.

# GLYCERIN

(Written Specially for This Journal)

A steady upward movement has been maintained since our letter of August 14. Powder makers and refiners have hought both dynamite and crude, and the tobacco trade has taken a considerable quantity of chemically pure. What surplus stocks have existed in this country have been taken off the market, and we have had to go to Europe, where large purchases have been made of raw material for American account; at first, the Continental market was higher than ours, but our prices passed theirs, making it possible for us to do business with them to the extent of 1,000/1,500 tons; this must have taken a good deal of the stock which existed on the Continent, and their prices have now gotten a little beyond ours. Great Britain has been much higher than either the Continent or the U. S. A., and she evidently has confidence in the future of the article. The developments of the past week, in a military way, have excited our market, and the reiniers who purchased abroad are evidently afraid that they will not get the glycerin, as it will be diverted to the nations who are apt to be embroiled in the Turkish trouble. The dynamite grade has advanced 2c. per lb. within the month, making a total of 4c. in two months. Chemically pure has just been advanced to 18c. in bulk, and some of the refiners claim to be getting 181/2c. In our opinion, prices would shortly have gotten up to prewar figures without the assistance of the foreign situation. but now they are likely to get there quicker,

September 19, 1922.

W. A. STOPFORD.

# VEGETABLE OILS

(Written Specially for This Journal)

The most important development in the Vegetable Oil market during the last thirty days was the liquidation of Cocoanut Oil stocks held by dealers. Consumers seem fairly well taken care of for their immediate requirements and in the event of additional resale lots appearing, it is probable that a lower level may be reached. It is gen-

erally believed, however, that the major portion of distressed Cocoanut Oil has been bought by consumers. Importers are quoting fractionally higher figures for both prompt and future deliveries, and late cable advices received from the Philippines indicate that the market in Manila is steadier.

Crude Cottonseed Oil has firmed up slightly for nearby deliveries but a good supply of new crop oil is expected within the next 30 to 60 days. Crude Corn Oil has sagged off slightly during the past week. This oil is too high at present compared to Crude Cottonseed Oil. Crude Soya Bean Oil at present levels, namely, 9c pound seller's tanks duty paid is also too high for the soap kettle.

Spot stocks of both Niger and Lagos Palm Oils can be bought at slightly lower figures than future arrivals. There is only a limited supply of both grades here. Palm Kernel

(Continued on preceding page)

# SOAP MATERIALS

#### Tallow and Grease

Tallow, New York, Special 61, atomic Edible, New York, 734/a/8c. Yellow grease, New York, 0534/a 0534c. Brown grease, New York, 0534. Rosin—Sayannah, September 18, 1922

Common to good 5.25-5.35c	I	5.45-5 35c.
D 5.25-5.35e.	K	
E 5.25-5.35e	M	5.35-5.400.
F	.\`	5.45-5.50c.
G 5.25-5.35c.	W. G	6.00-6.171 ac.
H 5.25-5.35c.	$M_{\star}$ , $M_{\star}$	6.50-6.67 ac.
Starch, Pearl, per 100 lbs		\$2.57-\$2.85
Starch, powdered, per 100 lbs.		2.47- 2.75
Stearic acid, single pressed, per	r lh	9c.
Stearic acid, double pressed, p	er lb	91/c.
Stearic acid, triple pressed, pe	er lb	101 20.
Glycerine, C. P., per lb	*********	18 -181/ic.
Glycerine, dynamite, per lb		1674-17 Jc.
Scap Iye, crude, 80 per cent, l	loose per lla	11 -12c.
Soap lye, saponification, 80 pe		
per lh		123x-13c

# Oils

Cocoanut, edible, per lb	0954 to 1014c.
Cocoanut, Cochin, Dom., per lh	083 air (191 ac.
Cocoanut, Ceylon, Dom., per lb	081, 00812C.
Palm, Lagos, per lb	067 g/9 07 4c.
Palm, Niger, per lb	OSsign Obe.
Palm, Kernel, per lb., nominal	(B) 1/(B): 4C.
Cotton, crude, per lb. f. o. b. mill	061/4a 061/4c.
Cotton, refined, per lb., New York	08340109c.
Soya Bean, per lb	1134 /1112c.
Corn, crude, per lb	10 1014c.
Castor, No. 1, per lb	13c
Castor, No. 3, per lb	121 ec.
Peanut, crude, per lb	11 to 1114c.
Peanut, refined, per lb	113 <sub>4</sub> to 12c.
Olive, denatured, per gal,	$1.15 \times 1.17$
Olive Foots, prime green, per lh	0914c,

# Chemicals

Soda, caustic, 76 per cent, per 100 lbs	3 65 (a 3 90
Soda Ash, 58 per cent, per 100 lbs	1.75 /a 2.10
Potash, caustic, 88a/92 per cent, per cwt. f. o. b. Works	05344406c.
Potash Carbonate, 80a 85 per cent, per lb., N. Y.	043/ar 051 i.e.
Salt, common, fine, per 100 lbs	nominal
Sulphuric acid, 60 degrees, per tou	10.00
Sulphuric acid, 60 degrees, per ton	15 00 - a 16,0 <b>0</b>
Borax, crystals, per lb	05° 4 or Okic.
Borax, granular, per lb	051 y 000cc
Zine Oxide, American, lead free, per Ib	07 4081ac.

# merican Perfumer

# and Essential Oil Review

The Independent International Journal devoted to Perfumery, Toilet Preparations, Soaps, Flavoring Extracts, etc. No producer, dealer or manufacturer has any financial interest in it, nor any voice in its control or policies.

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#### PHASES OF THE NEW TARIFF SITUATION

The enactment of the Tariff Act of 1922 has had a beneficial effect on business, but while it has cleared the trade atmosphere it has left some clouds that need to be dissipated. Our Washington correspondence indicates that even the dissatisfied elements, as affected by the tariff, may ride along easily for a year at least and that in the operation of the flexible provisions of the law the rights of all of the interests will be carefully protected and that nothing will be done by the President in the way of changes without conclusive proof of the fairness of the cases of the proponents.

In any event it is improbable that in debated cases any action can be had within a year. The basis of the Act of 1922 therefore is good for at least that time and during that period commerce can go on as usual, while long warning of any changes will give ample time for affected interests to provide for the outcome. It must be remembered that in President Harding's decisions the trades are not up against a medley of politicians seeking either favors or votes, but will face only the judgment of an Executive, who is unquestionably intent only on doing what is right and fair and just, besides being unbiased and guided by a preliminary investigation of an impartial tribunal.

There has been talk of trickery in the elucidation of the American valuation parts of the Tariff Act. Of course there are opportunities for juggling and post mortem jokers in regulations, but the chances for such things grow very dim after an Act leaves Congress, with the President's signature attached. The Treasury Department and its subordinate division, the Customs Service, never have been better manned with honest and intelligent officials than at present. The personnel is not restricted to one political party and the great majority put loyalty to the country ahead of anything else.

One source of serious trouble in connection with the work of the Customs administration can be minimized to a considerable degree by cooperation between the importers and the American manufacturers of synthetic aromatic chemicals. The importers held a meeting October 10 at which they discussed the difficult situation which confronte them in getting the correct selling prices here of various products so that they may make proper declarations of

values under the American valuation plan, thereby simplifying the customs procedure and avoiding the drastic penalties which may be imposed for under-valuations. The Customs authorities are swamped with difficult problems growing out of the tariff, many of which are found in Paragraphs 27 and 28, and would welcome assistance. Besides ascertaining and fixing on the selling prices of the numerous products therein affected, the officials also must provide standards of strength, etc., for dyestuffs. It is greatly to the interest of consumers, importers and manufacturers, as well as the Government, to have these questions settled as soon as possible and if the importers and manufacturers will cooperate this can be done without great delay. The importers and manufacturers are in two groups composed of reasonable and patriotic business men and we can see no reason why they should not get together and do their share in smoothing this tariff rough

One phase of great interest is the probable operation of Section 526, which imposes a trade mark restriction on imports. It is understood that the Customs Service is at work devising drastic regulations, with penalties, requiring the stamping or labeling of goods to show their point of origin, with the special view of being able to turn back, or otherwise penaltie goods that may infringe on American trade marks. It is no special secret that this part of the Tariff Act of 1922 is aimed at Germany. One of the tentative regulations, it is understood, provides for an assessment of 10 per cent above the regular duty for goods not marked with stamp or label showing their country of origin. Even on goods on the free list, should this regulation become effective, the 10 per cent penalty would be imposed. It affects all foreign countries.

But Section 526 offers greater problems. It is understood that the State Department takes the view that this section is in contravention of the German Patent Convention of 1911, which only recently was renewed by the United States. The point is raised, outside of other considerations, that citizens of the United States living abroad and owning American patents are discriminated against. That might be a cause for court action, but there is still another principle involved in this interesting controversy. Germany so far has made no public protest, but doubtless would retaliate by vitiating the numerous patents taken out in that country by Americans resident here. In any event Section 526 seems likely to cause a lot of trouble in various ways. Besides the court and diplomatic aspects it would restrict the trade of foreign nations with this country in articles not in competition with our industries, as well as otherwise.

One source of salvation for the restoration of peace on earth is the revival of legitimate international commerce. It seems to have been forgotten or ignored by Congress.

# EXPRESS RATE HEARING OCTOBER 30

Interested readers are advised that the express rate investigation is assigned for hearing October 30, at the offices of the Interstate Commerce Commission in Washington. This investigation is to determine whether the existing interstate rates of express carriers subject to the Interstate Commerce Act are unreasonable or otherwise in contravention to the provisions of the Interstate Commerce Act, with a view of making such findings and entering such orders as may be necessary to remedy any injustice.

# VIEWS OF RAW MATERIAL SITUATION

Consumers of raw perfume materials will do well to study two extremely interesting reviews of the perfume raw material situation which are printed in this issue. The industry, abroad at least, appears to be in the trough of a crisis, and its future may be helped or hurt by the attitude of the users of its products in this country. Burton T. Bush, just back from Europe, and Francois Goby-Tombarel, of Grasse, and now visiting here, stress the situation from different points of view, one American and the other French. The two articles by reason of their authorship are entitled to unusual attention in the trade.

# PERFUMERY SNAGS IN GERMANY

Perfumers and toilet goods manufacturers have joined their conferees of other nations in encountering trouble in the use of alcohol. They apparently won their agitation for a reduced price, but find it coupled with irksome conditions. The Imperial Alcohol Monopoly Bureau has decided that pure alcohol may be denatured and supplied at a reduced price to them with these restrictions: To every 100 litres of pure alcohol must be added the following: (1) Diethyl ester of phthalic acid, 2 litres (described as a colorless or slightly yellow colored liquid, with a faintly ethereal odor; boiling-point, 282 to 295°); (2) oil of turpentine, 1 litre; (3) thymol, 500 grams.

The perfume manufacturers have made a vigorous protest against being limited to the three media, which, they argue, are highly unsuitable for their purposes, giving these reasons: Turpentine oil, owing to its pronounced odor, cannot be used in perfumery. Thymol is liable to cause irritation of the skin; and objection is raised to phthalic ethylester on the ground that its specific odor renders it useless for the manufacture of higher-class perfumery.

The perfumers now demand that the alcohol supplied at the lower price to them should be permitted, under due control, to be denatured by the addition of the actual essential oils which enter into the finished product.

# FEATURES OF OUR FOREIGN TRADE

Government figures of our foreign trade for July and for seven months of the calendar year 1922 reveal some interesting facts as showing the trend of commerce.

Of essential oils the July imports were \$217,073, a drop of \$39,356, although the full seven months amounted to \$3,102,478, an increase of more than \$700,000. Exports of essential oils for July fell, while the seven months' total of \$475,721 showed a gain of \$28,663.

Imports of perfumery, cosmetics, etc., in July were valued at \$541,613, an advance of only \$11,957 over the same month in 1921, despite invasion talk. But the showing was more significant for the seven months, being \$4,051,528, an increase of \$626,111 over the same 1921 period.

July's exports of American perfumery and cosmetics nearly doubled the figures of 1921, being \$731.685, an increase of about \$361,000. For the seven months the total was \$3,469,761, a handsome gain of over \$820,000.

Soap, however, was less fortunate. July imports were \$64,032, a drop of \$35,000, but the seven months' total of \$596,652 about doubled 1921 results. Exports of American soap in July reached \$680,006, a loss from July, 1921, of \$133,936. In the seven months the total of \$4,910,020 was \$406,624 less than in the period last year.

# MERCHANTS' ASSOCIATION YEAR BOOK

The 1922 Year Book of the New York Merchants' Association, which has just been received, gives an outline of what has been accomplished by this useful and energetic body in promoting the trade and welfare of the metropolis. The objects of the association are commendable and merchants not now members would do well to get interested. Among the 6,174 members are the following:

Perfumes and Toilet Preparations.—Harriet Hubbard Ayer, Inc., Charles Baez, A. Bourjois & Co., Inc., Colgate & Co., Daggett & Ramsdell, Ferd. T. Hopkins & Son, Richard Hudnut, Lanman & Kemp, Inc., Lehn & Fink, Inc., B. E. Levy, Maurice Levy, Louis K. Liggett Co., McKesson & Robbins, Solon Palmer, Parfumerie Ed Pinaud, Park & Tilford, Parke, Davis & Co., Schieffelin & Co., Alfred H. Smith Co., V. Vivaudou, Inc., Frank M. Prindle & Co., M. Stein Cosmetic Co., Northam Warren Corporation, J. R. Watkins Co., Inc., Roger & Gallet (Paul L. Depland), Woodworth, Inc.

Soap.—B. T. Babbitt, Inc., Walter Janvier, Inc., Packer Mfg. Co., Procter & Gamble Distributing Co., John T. Stanley Co., Inc., Kirkman & Son, Bon Ami Co., Inc.

Soap Materials.—Welch, Holme & Clark Co., Marx & Rawolle, P. C. Tomson & Co., J. C. Francesconi & Co., Sloan & Russell, Inc., Spencer Kellogg & Sons, Inc., E. N. Hall, Eastern Potash Corp., George E. Sherman Co., Inc., Cook & Swan Co., Swan & Finch Co.

Essentials Oils.—W. J. Bush & Co., Inc., Dodge & Olcott Co., Elson & Brewer, Fritzsche Brothers, Inc., August Giese & Son, Heine & Co., George Lueders & Co., Julian W. Lyon & Co., Morana Incorporated, National Aniline & Chemical Co., Magnus, Mabee & Reynard, Inc., Pfaltz & Bauer, Inc., L. Sonneborn Sons, Inc., Ungerer & Co., Inc.

Talc.—Binney & Smith Co., Katzenbach & Bullock, Whittaker, Clark & Daniels, Inc., Hammill & Gillespie.

Vanilla Beans.—Thurston & Braidich, Dodge & Olcott Co., Gomez & Sloan.

Adhesives.—Arabol Manufacturing Co.

Cans, Tubes and Other Containers.—American Can Co., White Metal Manufacturing Co., Metal Package Corp., Atlantic Can Co., Scovill Mfg. Co., Brass Goods Mfg. Co., Robert Gair Co., Empire Paper Products Co. Paper.—Bendix Paper Co., Domestic Mills Paper Co., Louis Dejonge & Co.

Lithographing.-Geo. Schmitt & Co., Inc.

Collapsible Tube Printing Machines.—Fuchs & Lang Mig. Co.

Seals.-Dennison Mfg. Co.

Drugs and Chemicals.—H. J. Baker & Bro., Hooker Electrochemical Co., Innis, Speiden & Co., Inc., Grasselli Chemical Co., General Chemical Co., National Aniline & Chemical Co., Inc., Pacific Coast Borax Co., Roessler & Hasslacher Chemical Co., H. R. Lathrop & Co., Inc., Monsanto Chemical Works, Frederick Boehm, Ltd., E. Fougera & Co., Inc.

Importers Toilet Articles.—Geo. E. Evans Co., E. Dupont & Cic. (F. E. O'Callaghan).

Toilet Trade Articles and Materials.—F. R. Arnold & Co., American Sponge & Chamois Co., Frederick H.

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# 2-CENT LETTER RATE TO 50 COUNTRIES

The two-cent postage stamp, representing in service probably the biggest value obtainable for the money, has extended its field of usefulness. It now will carry a one-ounce letter to any post office in half a hundred foreign countries, in addition to any one of the more than 50,000 post offices in the United States, the many more in Canada, Cuba and Mexico, and of course, to any of the post offices in American possessions overseas. Many Americans, it is believed, still use a five-cent stamp in sending letters to a number of the foreign countries where the two-cent rate prevails.

These countries now include: Alaska, Anguilla. Antigua, Argentina, Bahama Islands, Barbuda, Barbados, Bermuda, Bolivia, Buenos Aires, Brazil, British Guiana, British Honduras, British Virgin Islands, Canada, Canal Zone, Colombia, Costa Rica, Cuba, Curacao, Dominica, Dominican Republic, Dutch West Indies, Ecuador, England, Grenada, The Grenadines, Guam, Hayti, Hawaii, Honduras, Ireland, Jamaica, Leeward Islands, Martinique, Mexico, Montserrat, Nevis, Newfoundland, Nicaragua, New Zealand, Panama, Peru, Philippines, Porto Rico, Redonda, St. Kitts, Shanghai, China, St. Vincent, St. Lucia, Scotland, Tobago, Tutuila, Samoa, Trinidad, Virgin Islands of U. S., Western Samoa, Windward Islands.

# MORE BIG NATIONAL BODIES CONDEMN RED TAPE ON LEGITIMATE ALCOHOL

The revolt against subordinating the lawful use of industrial alcohol and other legalized spirits for legitimate chemical and manufacturing purposes to the Anti-Saloon League's program of enforcing the non-beverage provisions of the Volstead Act seems to be gaining impetus. The rights of legitimate business are being asserted not only by proprietors of industries, but by scientific bodies whose members are hampered by the restrictions meant to but which fail to cut down the poison death list ascribed by the doctors to "hooch."

Both the national bodies of wholesale and retail druggists also have protested against the burdensome red tape which enshrouds dry law enforcement.

President Hilton, of the American Pharmaceutical Association, at the Cleveland meeting, voiced the sense of this grand old scientific body in these words:

"The Volstead Act has placed a heavy burden on our calling unnecessarily and forced us, without our consent, to do what should be done by the Federal Government, or by the State. If we are to have Prohibition and alcoholic liquors are necessary as medicines the same should be dispensed under entire Government supervision to rid pharmacy of liquor sellers who only bring disgrace on our calling."

The American Pharmaceutical Association thereupon passed the following resolutions indicting the administrators of the Volstead Act, and justifying the right of industrial alcohol to do business as provided by law:

"Resolved, That many of the regulations for the enforcement of the Federal Prohibition Act are unduly complex and cumbersome and impose unnecessarily burdensome restrictions upon the professions of medicine and pharmacy, and upon the chemical and industrial arts, without placing any effective check upon illicit distilling, bootlegging, or the smuggling into the United States of large quantities of intoxicating liquors for beverage purposes.

"Pure grain alcohol is as indispensable to the manufacture, purification and preservation of drugs, medicines and of many chemicals as are iron ore and coke

to the manufacture of iron and steel.

"Under existing conditions it is sometimes very difficult to procure sufficient pure grain alcohol for the most necessary of pharmaceutical and chemical operations, while those who dispense intoxicating liquors illegitimately apparently experience no serious difficulty in renewing their supply as frequently as needed.

"The American Pharmaceutical Association is opposed to any provision providing for premedicated alcohol for the manufacture of medicinal preparations."

The action is significant of national sentiment.

# SHALL GROCERS SELL PERFUMERY?

New and interesting issues are raised growing out of the transformation of some pharmacies into department stores and of grocery and dry goods stores into drug emporiums. It narrows down to the questions: Shall perfumers and toilet goods manufacturers sell their wares to wholesale jobbers who supply grocers with their products? Is it ethical for a grocer anyway to carry toilet requisites?

These questions are raised in our bright contemporary, the Memphis Drugeist, and it seems that the matter has been before the dignified and astute Tennessee Pharmaceutical Association. Protest has been made by offended drugeing mainst the sale of drugs, proprietaries, perfumes

and toilet articles by wholesalers and jobbers engaged primarily in supplying the needs of grocery, variety and similar stores. It is urged that perfumery and toilet goods are essentially within the province of the druggist to dispense to the public and that the constantly increasing encroachment of commonplace rivals, as for instance the green grocers, must be met and checked. Protection is the watchword and suggestions are made in the way of tentative refusals to patronize jobbers who do not show better judgment than to refuse to sell the dainties of the toilet to retail grocery houses.

Perfumes are neither food nor drugs, so that they are "in neutral." Various other toilet requisites, however, while sometimes drawing upon harmless drug ingredients. are easily in the food class, "skin foods" for example. it would seem that no limit should be put upon the place of sale of erstwhile luxuries that have rapidly been becoming absolutely necessary to the daily correct living of a great mass of the American Nation. In the last few years, as civilization has gone onward, conditions have arisen that make it practically impossible to endeavor to limit the sale of perfumes and toilet goods to drug store media. So also with flavoring extracts, which not so long ago, in some States, the druggists sought to confine to their own exclusive jurisdiction. We have a full measure of sympathy for the Tennessee and other pharmacists who would like to hold the toilet articles trade, now that it has grown into vast proportions, but they are themselves chiefly to blame, for most of them lacked both appreciation of the benefits to humanity of pushing toilet goods and the foresight to realize the tremendous increase that was bound to come in the sale in these health giving aids to our populace. Many a druggist has lost a gold mine t

#### STANDARDS FOR PERFUME MATERIALS

On page 346 will be found a communication from the American Manufacturers of Toilet Articles regarding the project to standardize perfume materials. We have heretofore hinted that the association could make a substantial contribution to the problem if it were for instance to devote practical attention to law enforcement with regard to assential oils which are included in the U.S. Pharmacopicia. That book is the official standard under the Food and Drugs Vet, and if there is any crying need for reform work other than what the government is carrying on through the Bureau of the Chemistry, it can be conducted in co-operation with the government.

No matter how complete and elaborate a set of standards may be worked out for perfumery materials other than those in the Pharmacopecia, they will have no such powerful support as the Pharmacopecia has in the Food and Drugs Act, for it is a penal statute with all the power of the United States government behind it.

Therefore in order to alvance the standards question it might be well to give an eye to the enforcement of standards that already exist, should the situation, upon investigation of the association, appear to be such as requires any radical improvement.

# Highly Interesting and Instructive

(King Marceau, Ltd., Marsifacturers and Importers, 183 St. Paul-Montreal, Canada)

We are pleased to say that we have found your journal highly interesting and instruction

# FAIR TARIFF LAW ADJUSTMENTS ARE PROMISED

President Wants Business to Get a Year's Rest-F. E. M. A. Asks Revision of New Food Rules-Procter & Gamble Deny Charges-Move Begun to End War Excess Taxes

WASHINGTON, October 18.—Here are some of the more important general outstanding features of National Capitol affairs, outside of the prohibition enforcement imbroglios:

President Harding has about decided to call Congress together in special session November 20, or thereabouts, to get a start on the next batch of legislation, so that there will be a chance to expedite the work and adjourn early in the new year instead of running up to March 4, when all of the House and some of the Senate terms

The call of Business that there has been "Too much Congress" has reached the President and he is eager to give Business a respite of a year, if possible, from watching the Capitol.

This does not mean that the Tariff is to be ignored. President Harding has determined to use his power under the flexible provisions of the Act of 1922 without the slightest hesitation in adjusting grievances that are clearly presented to him in the manner prescribed by law, but he also is determined to be exceedingly circumspect in respecting the rights of all of the interests involved in any cases that may go to him through the Tariff Commission channel.

Already fully two score of appeals have been presented to the Tariff Commission, but in the embarrassment of new conditions and the increase in work involved that body is proceeding slowly. The mere filing of an appeal does not mean that a hearing will be granted. The appellants will have to submit evidence showing probable cause and each case which is found to be worthy of attention will be carefully tried before it goes to President Harding, with whatever recom-mendation the Commission may decide to make. Con-sidering the routine involved it is quite probable that it may be a year or longer before any of the provisions of the Tariff Act will be altered by the Executive so that Business may rest safely in disputed contingencies on going ahead on the present basis for at least that

The Tariff Commission is seeking an appropriation of \$250,000 to carry on under the new law. While it is receiving complaints it is now doing little more than formulating the details of the procedure under which they will be heard. It is said that men are wanted with university training and several years' experience in connection with heavy chargingle assertial oils and in connection with heavy chemicals, essential oils, and the like, and the ability to write reports covering the industry from the competitive standpoint, and familiar with certain special lines of work. It is understood that salaries probably will range from \$2,000 to \$4,000 a year. Appointments are expected to be made late this autumn or during the winter, as funds for expansion of the commission must be obtained from Congress.

The Tariff Commission as organized now is composed of Thomas O. Marvin, Republican (Mass.), chairman; W. S. Culberson, Republican (Kans.), vice-chairman; David J. Lewis, Democrat (Md.); Edward P. Costigan, Republican (Colo.); Thomas Walker Page, Democrat (Va.), and William Burgess, Republican (Pa.).

# Davis Sent to New York as Tariff Expert

George R. Davis, former head of the C. V. R. Bureau and recognized as one of the foremost customs and tariff experts in the United States, has just been assigned by the Treasury Department, to the Appraiser's office at the port of New York. In view of his knowledge of the new law, having aided in drafting many of the provisions incorporated therein, the assignment will contribute greatly in aiding examiners and assistant

appraisers to reach decisions regarding confusing questions. Mr. Davis begins his new duties at once.

It will be several months before regulations covering many disputed questions before the appraising

officers can be prepared and issued.

The Dye and Chemical Section has gone out of existence and its records have been sent to the New York Appraiser's office.

#### New Bill to Give Trade Bodies Rights

An amended bill to give relief to trade associations under the anti-trust laws will be introduced by Senator Edge of New Jersey when Congress reassembles, and it is stated that hearings will then be had on the measure before the Senate Committee on the Judiciary. Mean-while the Department of Commerce has been working on problems pertaining to trade associations and Secretary Hoover announces that experts under him have been preparing a report on various trade associations, their lines of work, what they have accomplished in the way of improving trade conditions, and the like.

It is understood that the bill will seek to amend the Clayton act so as to permit interstate trade associa-tions to file with the government the plans of their operations, with the understanding that if these operations do not violate the law they may be proceeded with.

# F. E. M. A. Asks Revision of Food Regulations

Considerable opposition and criticism has been aroused by the promulgation of Circular 21, Eighth Revision, of the Federal Food and Drug Regulations by the Bureau of Chemistry. In the revision numerous changes have been made, some apparently simplifying the procedure, but others taking on powers that were not included in the provisions of the Food and Drugs Act, of June 30, 1906, on which the regulations are based.

The Flavoring Extract Manufacturers' Association

promptly took up the matter and the president, Gordon M. Day, with a committee consisting of R. H. Bond, F. S. Rogers, W. W. Laudenslager, F. S. Muchmore, L. B. Parsons and Thomas J. Hickey, attorney for the consistion made a formal presentation of their chief. association, made a formal presentation of their objections to officials of the bureau at a hearing held October 2.

The hearing was held before Messrs. Dunbar, Cronin and Sales, of the Bureau of Chemistry, and they listened attentively to the points made by the flavoring extract industry's spokesman. Mr. Bond, as Chairman of the Legislative Committee, stated that especial opposition was made to the inspection of food and drug plants, to the stating of the ingredients on the labels of imita-tions and compound food preparations and the method of giving notice of judgments. It was pointed out that under the primary law, in the opinion of competent counsel, the authorities cannot legally inspect drug or food manufacturing plants, or goods in process of manufacture.

No intimation was given by the Bureau officials regarding a modification of the circular and result of the hearing will be awaited with interest, not only by the Flavoring Extract Association members, but by others who are affected by the changes in the regulations.

# Procter-Gamble Company Denies Charges

A reply has been filed with the Federal Trade Commission by Procter & Gamble Company in which the firm denies charges of misrepresentation under the name of "P. & G., the White Naphtha Soap." Although admitting that by such designation they represent to the public that such soap contains naphtha, they declare that there is no standard in the soap industry determining what is and what is not naphtha soap.

The respondents represented they use naphtha to

the extent of less than 2 per cent of the whole ingredi-

ents of the soap, but deny that substantially all of this distillate is lost by volatilization or evaporation prior to manufacture and use. It is stated further, that there are no less than 25 brands of such soaps manufactured in this country in which the amount of naphtha contained varies from approximately 5 per cent to less than

one-tenth of one per cent.

It is averred that the practical effect of naphtha as a cleaning agent when used in soap, in the varying quantities adopted by the manufacturers, has not been determined definitely. The respondents allege, however, that the cleaning properties of their soap, with the amount of naphtha therein which they use, are of the highest value. It is asserted that the Commission is without jurisdiction to adopt a standard or to determine the quantity of naphtha which the manufacturer should use in the production of soap. Charges of alleged false and deceptive advertising are denied.

#### MOVE TO END ALL WAR EXCISE TAXES

A strong effort will be made at the next session of Congress to have all war excise taxes repealed. campaign with that end in view has been inaugurated and members of Congress are being sounded. Some of the taxes the repeal of which will be sought are: tax of 2 cents a gallon on cereal beverages, mineral waters and soft drinks; of 9 cents a gallon on fountain syrups, and upon carbonated beverages, of 4 cents on carbonic acids. Members of the appropriation committees of the Senate and House are not disposed to take the movement seriously. They say to grant the request would mean that the entire revenue act of 1921 would have to be overhauled.

PROSECUTION FOR IMITATION WHITE IVORY

The Federal Trade Commission has cited the Atlantic

Comb Works of New York City in a formal complaint. The concern manufactures and sells toilet articles composed of nitrated cellulose or pyroxylin plastic, known commercially as "celluoid," "pyralin," "fibreloid," "viscoloid," and by other names. This product resembles ivory in color and general appearance and the respondent, the complaint alleges, exploits the same under the title and designation of "White Ivory" thus deceiving the purchasing public into the belief that the articles so distributed by respondents are made of ivory in whole or in part.

"PINENE" BARRED AS A SUBSTITUTE WORD FOR TURPENTINE

An order to cease and desist has been issued against the Pinene Manufacturing Company by the Federal Trade Commission. The respondent is ordered to discontinue the practice of using the word "Pinene" in the advertisement and sale of any substitute for turpentine. The concern is also forbidden, in the sale of "Pinene" to use the following or statements of like import. "It is a pine tree spirit. It is a chemically correct substitute for turpentine. It is a synthetic turpentine embodying all the physical measurements of spirits of turpentine and meeting all the requirements of turpen-

WHITE METAL MFG. CO. SUES ALIEN PROPERTY CUSTODIAN

The White Metal Manufacturing Co., Inc., manufacturing collapsible tubes used in connection with toilet preparations, with plants at Hoboken and North Bergen, N. J., has filed suit in the District of Columbia Supreme Court against Alien Property Custodian Miller and Frank White, Treasurer of the United States. The plaintiffs seek to recover property seized in 1918. If the property cannot be returned, the petition asks for \$500,000 in lieu thereof.

# NEW BOND AND OTHER ALCOHOL RULES

Washington, Oct. 18.—Legitimate users of non-beverage alcohol have been voicing protests against the substitute issued by Secretary Mellon and Commissioner Blair for Treasury Decision 3335, which aroused so much opposition that it was held up and shelved several months ago. Many of the objectionable features of the old draft have been discarded, but some are retained, including one of the most noxious provisions, which is the 25 per cent liquidated penalty clause in the bond. This means that 25 per cent of the bond is forfeited on any violation, regardless of other penalties and practically ties up that much of the capital

of legitimate users of non-beverage alcohol.

The substitute is T. D. 3398 and it amends section 58 of Regulation No. 60 and article 38 of Regulation No. 29.

Article 11I of section 60 is issued in revised form.

In the process of preparing T. D. 3398 the Treasury officials were in consultation with representatives of influential trade organizations interested in the proper use of industrial alcohol. It was generally understood that the extra 25 per cent superpenalty would be eliminated. Now it is discovered that despite all arguments and opposition the clause has gone into the regulations, which, however, do not become effective until December 3. There is still a chance for the legitimate users of alcohol to make a further fight on the ground that the restrictions are not only in violation of the Constitution, but of the Volstead Act as well, besides being in the nature of legislation which only Congress could enact. Representatives of the drug. proprietary, flavoring extract and other alcohol using industries are up in arms about the regulations. Attention is called to the fact that they do not become effective untilafter Election Day.

A hearing was arranged and held, at which joint protest A hearing was arranged and held, at which Joint protest was made by Judge Harry B. Thompson of the Proprietary Association, Secretary A. Homer Smith of the American Drug Manufacturers' Association, W. L. Crouse, Washington representative of the National Wholesale Druggists' Association and the American Manufacturers of Todet Articles, James P. McGovern, local counsel of the United States Industrial Alcohol Co., and Richard H. Bond of the Flavoring Extract Manufacturers' Association of the United States. A written protest was filed from Eugene C. Brokmeyer, counsel of the National Association of Retail Druggists.

WHERE THE NEW BOND PROVIDES A SUPERPENALTY The objectionable bond reads, in part, as follows, and the regulation conforms thereto:

"Now, therefore, the condition of this obligation is such that if there be any material false statement in the application for said permit or permits, or any modification thereof, or in any statement filed therewith pursuant to regulations, or if the principal shall not fully and faithfully comply with the terms of said permit or permits, or permits supplementary thereto or any modifications, extensions, or renewals thereof, and with all of the laws of the United States now or hereafter enacted, and regulation issued pursuant thereto as now existing or as may hereafter be amended, respecting intoxicating liquors, made by, issued to, or received by him by virtue of said permit or permits, or permits supplementary thereto, or any modifications, extensions, or renewals thereof, the said principal shall then pay as liquidated damages an amount equal to 25 per cent of the penal sum above named, and if the said principal shall further pay all taxes, assessments, and penalties payable by the said principal under the National Prohibition Act as amended and supplemented and other internal revenue laws, and also all other lawful debts, obligations, and undertakings which may he or become owing to the United States, on account of the manufacture, use, or disposition of any intoxicating liquors, manufactured by issued to, received, or possessed by him under said permit or permits, or permits supplementary thereto, or any modifications, extensions, or renewals thereof, then this obligation shall be void, otherwise to remain in full force and effect."

It is pointed out that a forfenure of 25 per cent of the face of the bond is made effective upon any breach of the

Prohibition Law or the regulations issued thereunder, no matter how technical such violation may be, nor whether the Government has lost or has not lost a nickel, nor whether any of the spirits drawn down have been used for improper purposes or not. It is argued that the clause provides a penalty far more severe than the criminal penal

ties provided for in the law itself and is in addition thereto.

After the 25 per cent of the face of the bond has been forfeited, the manufacturer would not be released from his obligations under it, but would still have to pay all taxes, fines, assessments, penalties, etc., which might accrue from

a breach of the law or regulations.

The officials of the Internal Revenue Bureau seem to be certain that they have the legal right to make a provision of this kind, but competent lawyers, however, are equally sure that it would have no standing under the law if tested

in the courts.

Representatives of the trades had a number of hearings before Treasury officials, protesting against any decision of this kind and finally, on September 23, an exhaustive hearing was had before the Deputy Collector of Internal Revenue, C. P. Smith, at which not only the legality of the decision, but the serious results to the industries that would follow its adoption were fully gone into. Representatives of the trades who were present were amazed later when the decision was issued containing this 25 per

cent liquidated damage clause.

One of the points made at the hearing was that the premium required under the present bond is very burdensome, and to increase it four or five fold, as it has been intimated the companies would do, would make it unbearable. Then, also, if collateral is required (in some cases it is even now being required and it certainly will be) it will tie up the available working capital of many small concerns and seriously cripple some of the larger ones. It must be borne in mind that when the present bonds were first written, the rates were \$2.50 per thousand; now they are \$10 per thousand. With a bond of the kind proposed, permittees would have no chance whatever to save any part of the 25 per cent, because immediately that a breach of the law or the regulations was made, the Government would make demand (and would be forced to do so) for the 25 per cent so-called liquidated damages and such collateral as permittees might have deposited with the bonding companies would be at once forfeited. no chance of any appeal of any sort or kind.

Mr. Bond, of the Flavoring Extract Manufacturers' Association, said: "To show upon what a trivial technicality these forfeitures might be made, I would call your attention to a situation which occurred in the laboratory of one of the largest and most reputable drug houses in the United States, whereby they had great difficulty in preventing their permit from being permanently cancelled and were held up for a long time before they were permitted to go on with their business, and were forced to spend a large amount of money in their effort to straighten

"Some employees were pouring alcohol from one container into another. Quitting time came and the workmen engaged in doing this promptly stopped work. It developed that the container into which they were pouring the alcohol did not bear a statement on it that it did contain alcohol. This was reported to the Prohibition Director by a disgruntled employee who was looking for a chance to make trouble for his employers, and all of the difficulty herein-before set out immediately followed. Just imagine what this would mean under this 25 per cent liquidated damage

The new bond regulation contains a provision that permits expiring December 31, 1922, for which renewal applications have been filed may in the absence of express action continue as renewal permits until April 30, 1923. In other words, if a holder has filed an application for the renewal of his 1922 permit on or before November 1, and no action of his 1922 permit on or before November 1, and no action is taken upon it before December 31, his permit will continue in effect until April 30, 1923. The regulation provides, however, that if any permittee has not received notice of action upon his application for renewal on or before April 1, 1923, he shall notify the national prohibition commissioner at Washington, D. C., by registered letter mailed between April 1 and 15. His permit shall

then continue in effect until action has been taken upon his application for renewal by the national prohibition commissioner.

REPEAL OF THE RED TAFE ALCOHOL RECORD MIMEOGRAPH

Treasury Decision 3396, formally repealing Prohibition Mimeograph 282, which aroused a storm of protests against impossible requirements for keeping alcohol records, makes the following provisions, which require only the keeping of the usual records of the permittees:

"Permittees authorized to receive in excess of 100 proof gallons of alcohol or other intoxicating liquor per quarter for manufacturing purposes are required to keep the follow-

ing records:
"(1) Amount of alcohol or other intoxicating liquor received;

Amount of alcohol or other intoxicating liquor "(2) on hand at all times;

"(3) Name of products in which alcohol or other intoxi-

cating liquor is used;

"(4) Number of gallons, or amount, however expressed,

of each product manufactured.

"Where permittees keep such commercial records as will contain the above information and are willing at all times during regular business hours of permittees to open such records to the inspection of prohibition officers, no other records shall be required. It shall be the duty of Federal Prohibition Directors to submit to the Prohibition Com-missioner the names of all persons who keep such commercial records and who indicate a willingness to open them to official inspection. Should any permittee fail to keep records as above indicated, that fact should be reported to the Prohibition Commissioner."

Pro. Mim. 282 was opposed by the National Wholesale Druggists' Association, the American Drug Manufacturers' Association, the Proprietary Association, the Flavoring Extracts Manufacturers' Association of the United States, American Manufacturers of Toilet Articles, National Association of Retail Druggists and the National Wholesale

Grocers' Association.

NOTICES OF RENEWAL OF TAX FREE ALCOHOL PERMITS

Prohibition Commissioner Haynes is sending out notices regarding the renewal of permits for tax free alcohol under the provisions of Regulations No. 61. Permits granted on Form 1447 expire on December 31 of the calendar year. Renewals must be filed before that date,

In the matter of tax free alcohol there seems to be misunderstanding as to its scope in some respects. "Specially denatured alcohol" and "medicated alcohol" are not at all the same thing. The former can be sold only by bonded plants, under Government supervision, while the latter is subject to medication by authorized recipients of grain alcohol outside of bonded premises.

HAYNES REVIVES OLD CEREAL BEVERAGE RULING

The Prohibition Commissioner is sending out the following announcement to directors throughout the country call-

ing attention to the labeling of cereal beverages:

"The attention of manufacturers of cereal beverages is called to T. D. 3084, approved October 26, 1920, requiring that each package or container of cereal beverage bear a label showing the name of the manufacturer, the special name of the beverage, and the location of the factory, together with a statement as to the alcoholic content; requiring the assent of the Commissioner of Internal Revenue for the substitution on such labels of the name and address of the distributor for those of the manufacturer where it is not desired to disclose the name of the latter; and prohibiting the use of certain words on such labels. Strict compliance with all the provisions of this Treasury Decision will be insisted upon."

DRUG MANUFACTURERS OPPOSE NEW DRY MENACE

Executive Committee of the American Drug Manufacturers' Association met here recently and adopted a resolu-tion opposed to the Ernst-Wood bill in Congress to create a Bureau of Prohibition, amenable only to the President, cutting out the present safeguards for legitimate users of industrial alcohol. The idea of a separate prohibition department under the supervision of the present unit was considered detrimental to the interests of the trade considered detrimental to the interests of the trade

# THE TRADE-MARK RIGHTS OF CORPORATE NAMES

By HOWARD S. NEIMAN, Patent and Trade Mark Editor of THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW

The trade-mark rights offered by corporate names have been the subject of a number of interesting discussions by both the Federal Courts and the Patent Office.

Section 5 (b) of the Trade-mark Laws states that "any name . . . . adopted by any . . . . organization . . . . which was incorporated in any states in the United States prior to the date of the adoption and use used by the applicant" will be refused registration, and further that "no mark which consists merely in the name of an individual, hirm, corporation, or association, not written, printed, impressed or woven in some particular or distinctive manner . . . . shall be registered under the terms of this act."

The two outstanding features of the statute above cited are that to prevent registration, the company must have been incorporated before the adoption and use of the trade-mark by the applicant and that the trade-mark of the applicant is merely the name of the corporation.

In the first clearly defined decision upon this matter, the Asbestone Co. vs. The Philip Carey Mfg. Co., the Court of Appeals, D. C., assumed the position that the name of a corporation is as much its property as is the name of an individual his property, and that, hence, the same rules of protection must apply, and as the corporation was in existence prior to the adoption and use by the applicant, the application should be rejected, even if proof of actual damage was not shown, it being sufficient that possible damage might be inferred.

The same line of decisions is followed in Mansfield Tire & Rubber Co., vs. Ford Motor Co., and in Burrell vs. Simplex Electric Heating Co.

A new element was brought with the case of Howard Co. vs. Baldwin Co. in which it was shown that Howard Co. was organized in 1902 and that "unquestionably, the Baldwin company was the first to make a trade-mark use of the word 'Howard.' The Court of Appeals, D. C., held that the word "Howard" being a common name was not registerable and said: "The question of priority of use is immaterial, if no right to the use ever existed," the statute requiring that the registrant must be entitled to the use of the mark at the date of his application for registration thereof.

The same reasoning was followed in exparte United Shoe Machinery Corporation in which the First Assistant Commissioner of Patents found that the word "United" is found in the names of more than a hundred corporations and hence is not, and cannot, be the sole property of any corporation. It was held in this case, that as there was no showing of similarity of goods or of any possible confusion in trade or injury to the business of the corporation, the application should be passed to registration.

The statute is silent as to the question of the similarity of the goods and its bearing upon the result, but the Court of Appeals in Mansfield Tire & Rubber Co. vs. Ford Motor Co. said: "It is not the business which the statute in this particular aims to protect. It is the corporate name," and in vs. American Steel Foundries it is strongly intimated that registration should be refused even if the articles of trade to which the respective marks are applied are of dissimilar natures, and the Patent Office has adopted this idea in its latest decisions

It is to be noted that the statute refuses registration to those words which consist merely in the name of the corporation, and the Patent Office has applied this portion of the act with some severity, holding that unless the trademark of the application be exactly the same as the characteristic or most prominent part of the corporate name, it will be registrable over the corporate name.

In a late decision of the Acting Commissioner of Patents it was held that the word "Dico" is not merely the name of the corporation, The Deco Co., in that the registrant's name includes the letter "i" in the place of the letter "e" of the corporate name and that hence the word "Dico" is registerable.

It is rather difficult to accept as logical some of the conclusions reached by the courts and the reasons upon which they are founded, as a moment's reflection will indicate that there may be a wide difference between the commercial trade mark use of a word and its employment as a portion of a corporate name, and this is especially true in those cases where the article covered by the trade-mark differs from those made by the corporation.

The decisions have been hewn closely to the wording of the law without sufficient regard for the underlying principles of trade-mark use and it is possible that future decisions may more clearly differentiate between these two uses of a common word.

The present decisions are clearly to the effect that the mete name of a corporation can not be registered by an applicant who has adopted and used it after the date of incorporation, certainly where the products hear a similarity to each other, and probably even where no such similarity exists, although registration may be allowable when the corporation has no right to sole use thereof.

It is evident therefore that these decisions should be carefully considered in adopting or using a trade-mark

This matter of the possible conflict between corporate names and independently adopted names has become of such importance that the Patent Office has found it advisable, although much opposed to its better judgment, to record the articles of incorporation of companies, so that their names may be available for trade-mark searchers.

It is to be noted that these corporate names are recorded in order that they may be available for trade-mark searchers, and the Patent Office order is silent as to their being cited as a basis for application for rejection, it being evident that not having passed through the regular channels of Patent Office trade-mark procedure they are not in fact registered trade-marks.

The recording of these corporate names, however, is an additional reason for the necessity of searches prior to the adoption and use of a trade-mark.

Irrespective of the fact that the decisions are in a more or less transitory state, and that in their present form may work injury, they are the law of today and every corporation should take advantage of the existing conditions and record its articles of incorporation, in order that its trade-mark rights may be brought properly to the attention of those who might otherwise innocently infringe.

# Changes in New Zealand Patent Rules

Acting under the authority of the Patents, Designs, and Trade-Marks Act of 1921-22, the Governor General has issued new regulations, effective July 1, 1922. The provisions, although in most respects similar to those previously in force, approximate more closely the British law as amended in 1919. Among the most prominent changes is the increase in official fees, the advance ranging between 50 and 100 per cent. Another important revision is in the trademark classification system. The former detailed list consisting of 50 classes is replaced by a simple schedule containing only 15 categories

# GRASSE FLOWER AND CONCRETE SITUATION

By FRANCOIS GOBY-TOMBAREL, of Tombarel Freres, Grasse, France.

Here I am again in the United States, which I visited before in 1921. I am asked what we people in Grasse think of the business and of the conditions under which the perfumery trade and the flower industry are developing, and I am called upon to state why I am of the opinion that the right time has come again for the American perfumer to resume making contracts, as he was wont to do in the past, and to cease living from hand to mouth. It affords me great pleasure to give my personal opinion, but as I am not infallible, some persons may not share my views.

What was the condition of our industry in the earlier part of 1921? We had then passed through a period of abnormal conditions, during which there had been an enormous consumption of luxuries of every description, and money had been spent so lavishly that a good many business concerns, numbering among them the most prudent and sagacious, had considered it expedient to replace their supplies in accordance with the sales, while entering into large contracts which were to enable them to meet the constant increase in the volume of their business. These purchases and contracts were made at a time when all supplies had attained their highest price limits. These high prices, in accordance with the law of supply and demand, were chiefly due to the large and widespread demand, and business was constantly keeping up, and its effect was felt even in our good little city of Grasse. To be prepared for all future developments, rose, tuberose and jasmine plantations increased and were enlarged enormously, without forethought or reflection, under conditions which rendered them very expensive for the owners, or tenants, who often mortgaged their coming crops as soon as the plants were in the soil.

Unfortunately, however, business came suddenly and unexpectedly, to a standstill, the consumption ceased and manutacturing operations were decreased, while Dame Nature, unmindful of all these changes, continued to make the flowers grow and to increase the already large supplies of the Grasse concerns, which were compelled to accept these flowers, being unable to leave them on the hands of the tenant farmers, and had to keep up their manufacturing operations, although business had stopped. The consequence of a decline in the demand and an increase in production naturally caused a drop in prices. If many buyers lost money because they had entered into contracts, they had consolation in the fact that the manufacturers lost at least as much on their supplies on band.

I arrived in this country at that time, in 1921. I received the kindest and most sympathetic reception, and had occasion to appreciate the good humor and courtesy of the friends whom I visited. However, conditions were at that time so unfavorable, and the stocks so large, while the shrinkage in consumption was so extensive and the decline in prices so pronounced, that no one thought of buying. We say in France that "a warm cat dreads the cold water," and the buyers wisely preferred to wait for better times.

Months and months have passed by since then. . I wanted to see this country again, to become somewhat better acquainted with this land of vast proportions in the period of the revival of its economic enterprise, in its stupendous purchasing power, or, in short, in its normal condition. I have already met again a good many of our friends and, judging from the statements I hear everywhere, I shall be able to get satisfaction. Something has apparently

changed by this time. It would appear that this resumption of business which is expected in all parts of the world, is about to be realized. While it has not as yet attained its largest development, everybody is prepared for it, for no one wants to face it suddenly and unprepared; prices are being watched, attention is given to reports, people are listening to what is said and are willing to talk over whatever may be useful to them. In short, confidence is returning. The old stocks are exhausted, the new tariff has been passed, smoothing out the situation, business is finally beginning to pick up, and the raw materials are still to be had at very low prices.

Is the moment, then, propitious for making large purchases, for making contracts, for providing for future requirements? Yes, undoubtedly so, in my opinion. And why? Because, from the way I look at the matter, we have reached such low prices for certain products that I cannot see how they could go any lower under the circumstances. I do not know what will be the prices to be realized from the coming harvests at Grasse, but notwithstanding this, one can consider the matter rationally, and the following

are the probabilities:

As we are aware, at the time the flower products were so costly the growers made very large profits on their flower products. They reaped the fruit of their labor and of their crops, beyond question; but, as a matter of fact, this labor, these crops, met with very good recompense in 1912, 1913, 1914, 1915, 1916, when the cost of labor, of fertilizers, and of the plants, had not reached the figures which they afterwards attained. These enormous profits were, in fact, out of all proportion to the cost of the flowers. The planters themselves 'hought, too, that the business would keep up, and they set out new plantations. Fields that had been untilled up to that time were suddenly put to the plow and transformed. They are now in full production, perfuning the blue sky of Grasse with their exquisite odors, mingling their scented waves of air in the halmy summer nights, forming a most charming and delicious bouquet that stirs one's deepest emotions, stimulates one's sentiments, and seems to laugh at Man, who seeks to capture its clusive fragrance, knowing full well that it will regain its liberty through the fine texture of a linen handkerchief in the gold and marble palaces of New York or San Francisco.

The flowers have pushed forward! . . They have been transformed by contact with petroleum ether or with greases and they are heaped up in the cellars in the form of essences, by the side of their earlier con-

geners.

Some of the Grasse concerns, on the other hand, in order that they may never lack these flowers which were so scarce in 1920, have done some important planting themselves. is in this way (and I request indulgence for speaking of the matter, but I do so in order to show that I know what I am talking about) that the Tembarel Freres concern increased still further its own existing plantations, with a view to becoming entirely self-supporting some day with regard to certain flowers of which they are in need. For these reasons, then, over-production has supervened when business has not yet become normal. This is why the flowers and essences are now available at very low prices.

The orange blossoms bring about 5 francs per kilogram, which makes oil neoli a very cheap article. The jasmine is worth 6 francs (and the crop is a very small one); the tuberose is worth 7 francs, and the harvest has been abundant. It would have been impossible at the end of the season to buy these at a reduction. If the perfumers had had some greases with which to work them up, results might have been different, for it is known that the tuberoses treated with hydro-carbon do not yield a very good product. the Grasse industrialists themselves had "had their fingers burned," and they had become prudent. The enormous stocks which they had built up under onerous conditions solely for the purpose of absorbing the harvests, to enable the growers to live, to encourage them to spare their plantations and not to tear them up, remained unsold in their Then, even if they had provided a sufficient warchouses.

supply of greases for their needs, they would still have lacked the necessary heavy bodies to absorb the "surplus" of the harvest.

The harvest of roses has also been very abundant this year, while, on the other hand, for the part of the stocks of last year and the year before that are still on hand, the price of I franc per kilogram of roses has been fixed—that is to say, at the present market price of 7 cents. Although this price has been considered to be fair, in view of prevailing circumstances and business conditions, the fact must be borne in mind that it will not give a large profit, if any, to the producer. Present conditions are the opposite of those which prevailed in years when roses were selling at 4, 7 and 8 francs per kilogram. As a matter of fact, the producers are at the present time losing on their crops what we lost on our supplies in the preceding years. In short, things are evening up, and although land owners having plantations installed before 1917 at very low cost, have secured prices of 4, 7 and 8 francs for their roses, they will now get only 1 franc out of the plantations installed at very high cost since the year 1919.

But how is this state of affairs to continue next year, and are roses still to sell at so low a figure? What must be paid out of a price of 7 cents? There are the planting, cultivation expenses, fertilizing, upkeep, sprinkling, plucking, conveyance to the manufacturing plant, rental for the land required for five rose bushes, if we assume that after having been in the ground for two years a rose bush will produce an average weight of 200 grams of flowers, provided none of these five rose bushes dies during that period. The capital invested in the plantations must also be paid for, as well as funds advanced, the farmer must get his allowance, and it is only right to get the profit that should be derived from labor of every description. All this can not possibly be paid out of 7 cents. Living expenses are not much lower, and all commodities are still selling at high prices because the purchasing power of the franc is exceedingly slight. Finally, the grower was already paid 1.25 francs per kilogram of roses in 1913-1914, which was equivalent to 25 cents at that time, while he has received only 7 cents this year, notwithstanding the high cost of living.

If, therefore, you believe in the resumption of business, if you feel that the feverish conditions which you have already experienced has passed away—why should you not concur in my line of reasoning? Why should you not profit from

your exchange rate? Why should you not make large purchases and without any hesitancy? How can you expect to find prices lower next year? All that one can foresee is a rise due to the resumption of business.

If we refrain from purchasing, how will the producer make a living? He will tear up his roses and his jasmines, just as he did with the Parma violet, and he will replace them with plantings that prove more remunerative. The flowers will then be less abundant, and in a few years the output will have so diminished that it will not suffice to meet the demand; and as a result, the prices will once more increase. It is a vicious circle, but one which can very easily be averted if we are reasonable.

There is still another reason for the probable rise of certain products next year. Let us suppose that by virtue of the very low prices of roses this year one or more Grasse concerns that have funds available should have accumulated some very important stocks or rose products. Let us suppose that next year roses should be worth 2 francs instead of 1 franc. What would the stocks be worth then? Why, they would have doubled in value; and if the roses should be worth 3 francs, they will have trebled in value. Consequently, if there are any Grasse concerns that have stocks at 1 franc, it will be to their interest to wait for a rise, which would, moreover, be fair to certain parties, and would be willingly accepted by the producers.

To sum up, then—permit me to call to your mind an old souvenir of college days. The great French mathematician and philosopher, Blaise Pascal, wrote substantially as follows: If I had no real reason to believe in the existence of God and Heaven I should nevertheless wager that they do exist. In fact, what should I risk in believing this? If I believe in God and Heaven, and they do exist—I win everything when dying. If, on the other hand, I believe in them, and they do not exist—what do I lose when dying? Absolutely nothing! Consequently, I wager in the existence of God and of Heaven.

Well, the same thing holds good with regard to roses for this year. If I purchase rose products upon the basis of 1 franc per kilogram of roses, what risks do I run? If the roses should go up in price next year I shall have gained the difference in the market prices. If they continue at the same price (which, moreover, I believe to be impossible), I shall have lost nothing.

"I should take a chance."

# THE NEW SITUATION CREATED BY LOW PRICES

By BURTON T. BUSH, President of Antoine Chiris Company, New York

The prices of natural perfumery products have been much reduced. If we take into consideration the various costs incurred in their production, then we can safely say that they have reached a new low level.

The American perfumer has no doubt welcomed this news, as it will be an incentive for him to use more of these products, as well as a means to reduce his costs; but the American perfumer, trained to anticipate, is doubtless thinking of next year for he knows that "one swallow does not make a Summer," and that likewise one year of low prices does not insure a successful perfumery business.

It is doubtful if at any time in the history of the natural perfumery business there has come from the south of France so many reasons for lower prices, and at the same time so many reasons why the reasons for such a reason is right, and everyone has a different reason and every reason suggests another reason. The variety of reasons seems to depend upon the number of Americans visiting Grasse, and particularly whether they are perfumer or essential oil merchants.

In justice to the Grasse manufacturers of these products, who during the long hours of the semi-tropical days are fretted by reports of lower prices quoted by their competi-

tors in America, as well as the uncertainty of the yet unsettled prices that he will have to pay for his flowers, I am bound to say that each and every reason is substantiated by degrees of truth, discounting, however, the length of time that it takes to get these reasons to the ears of the American perfumers—for reasons like good perfumes sometimes improve with age.

The natural perfume business is no different than other industries that look to agriculture for their raw materials. Such industries are generally affected by opinions, and such opinions are either garnished or tarnished by someone's point of view,

Right here I am reminded of a story of two Russians who met, one remarking to the other that he had changed. The other answered, "Probably, for I have been married about three months."

After the usual congratulations the other Russian said, "I presume you married into one of the best families?" "Certainly."

"And no doubt your bride represents plenty of wealth."
"You can be assured."

"And may I ask, is she handsome?"

"Well that depends upon one's point of view. Personally I don't think so."

Well, in Grasse it is about the way you look at it, and if by chance there are other circumstances that impregnate the subconsciousness of the traveler to the point of raising his enthusiasm, and he can bring home to our country the news that the perfumer wants to hear, we are all happy,

and so are they in Grasse.

It has always seemed to me that the greatest difference between the manufacturer and the agriculturist is that the men of agriculture are more easily discouraged than heads of manufacturing establishments. This is probably due to the fact that the farmer gets his first impressions in the morning by looking to the east or west and determining to his own satisfaction what the weather will be for the next two days, while the manufacturer is guided considerably by the newspapers, and therefore if we have to take into cousideration that the natural perfume business generally progresses on the opinions of both, it is very easy to see how opinions have and will create more of a reason than

There have really been so many changes in conditions in the south of France that one would have to have the qualities of an excellent mathematician plus the ability of a modern Moses to prophesy to know what the next year's crop will actually cost. It is true that during 1922 all the flowers cost less, from the orange flowers, whose crops were comparatively small, to the violet, which flower fairly begged the manufacturer to have courage "and use more of me."

Labor still remains at war prices. Coal is one-half the price asked and paid during 1919 and 1920. Glass jars and wooden cases have been reduced. Apparatus which has been in great demand after the war is built at two to three times higher prices than before the war. Fertilizers and agricultural implements still remain high; but to my mind it is dangerous reasoning to take temporary facts and permit them to form our future impressions.

In these days of hustle and speed when we think of a day as one-seventh of a week instead of twenty-four hours, and when it is necessary to turn a dollar over at the rate of three times a day instead of three times a year to keep it from getting mildewed by the "humidity" left behind by a faster traveling competitor, we have but to quickly reflect and permit our experiences to be the judges, and from the experiences of the past and present facts form our judgment.

If we look at lower prices of the past we are bound to feel that the discouragement of lower prices has always had a tendency to eventually make extremely high prices or cause a great scarcity of goods. No better illustration can be given than that of Algerian geranium oil. We all can remember the low prices paid during 1911 and 1912 of \$2.50 to \$2.80 per pound. And what was the effect? The farmers pulled up the geraniums and planted grape vines (if this is not adding insult to injury to an American the present time pray tell me what is?). And consequent at the present time, pray tell me what is?). And consequently we have not alone seen the price of geranium Algerian enormously high but it is very difficult at the present time to get any quantity whatever. This can be, and has been, the case with many of the natural perfume plants, and this is the one point that consumers of these products must bear in mind and study closely.

Another fact that does not point to lower prices in the future is, to my mind, an important one, and that is based on the world's increased personal demands. It is economically unsafe to believe in continued low prices. Civilization is measured by its immediate demands, and the cost of it depends on what it demands, and according to the demands of the people of the world either civilization is gradually improving or else people are getting into the habit of de-manding more than the rest of the civilized world wants

The little white school houses that are springing up throughout the world, the improved sanitary conditions which the enlightened nations forced on the soldier boy during the war, the public amusements, good roads, better clothing and food are all direct taxes on industries in the immediate community where these demands are made, and quite naturally (in the case of natural perfume products) these taxes can be traced along the line to the lady in Chicago who buys a can of American talcum which has been perfumed with the essence of flowers grown in the south of France. We are all contributing.

Agriculture generally is conducted in about the same manner as it was many years ago. There are improve-

ments such as motor tractors and other agricultural ma-chinery which have enriched the machine makers and farmers who can use them, and have saved labor and horse feed, but the thrifty French farmer who has to climb the narrow steps on the hillsides to spade his flower gardens has been deprived of this saving—his only help coming from the knowledge of the uses of improved fertilizers, scientific pruning, plant propagation, etc., that he might grow more flowers in the same space utilized heretofore.

This flower farmer has direct costs that form a great part of his production-labor and taxes. The former is high and the latter ever going higher. How can we expect these low prices to continue in face of this?

I contend that today's prices are just as artificial as the valuation of the French franc. To prove this, buy your merchandise in French currency and figure it at the prewar rate, and then consider how uncertain the rate of exchange is.

In conclusion, I fully realize how ridiculous it would be to encourage the French manufacturer of natural perfumes to ask more for his goods. It is unnecessary as yet, for that is a fact that occupies a great deal of his own thinking during the year. But I believe I am safe in recommending cautious consideration by every consumer of natural products and implore him to think of the mass of detail and circumstances that are involved in the production of his raw materials, all of which keeps the business on a nervous tension, so much so that even an inquiry at the wrong time by a large consumer or a mistake in the estimating of one's requirements will have its tendency to make the cost of these materials fluctuate.

The American perfumer is safe in estimating that the manufacturers of natural perfumes and essential oils have certain limitation as to the prices which they can ask for their products. Their most important one is, of course, the organic chemist and the science which he follows.

From this remark it must be understood that as yet the chemist has not been able to find a chemical compound which has taken the place of the true essence of the flowers nor the flowers themselves, for flowers, like sunsets, are models for the artist, and the various interpretations in the forms of perfumes and paintings will always leave room for the man with imagination and ability; but notwith-standing this there are products in which synthetic aro-matic chemicals can be substituted for the naturals—in fact, enough of these products to make a huge difference in the production of the naturals.

To my mind the greatest stabilizer of the market prices of the natural raw materials that the perfumer has to employ in the future will be the co-ordination of the knowledge of the perfumer and the chemist, and then the cautious consideration of the cause and effect by the man who does

the purchasing.

# Estimating Santalol in Santal Oil

C. W. Harrison, associate referee, has written a very interesting report on the estimation of santaloi in santal oil by the assay methods of the U. S. P. and by the distillation method, (J. Assoc. Official Agr. Chem. 5, 545-7, 1922) of which the following is a condensation: Since the results of the collaborating chemists showed considerable lack of agreement, the inference was drawn that the fault lies in the present procedure of acetylating the oil. It may be concluded, therefore, that since the distillation method possesses certain advantages over that of the U. S. P. and gives more accurate results on both pure and adulterated oils, it warrants further study. If the procedure of acetylating the oil can be satisfactorily solved, the method will be suitable for presentation to the Association as a provisional method.

# Kept Posted by Both Advertising and Text

(National Soap & Perfume Co., 20 East Lake St., Chicago, Ill.)

Like all perfumers we find your magnificent magazine indispensable in our business, both for the subject matter appearing pertaining to the business and the advertising pages that keep us posted on the latest developments in the business and we assure you we patronize your advertising. tisers. Best wishes for your constant success,

# OCTOBER REPORT ON GRASSE FLORAL PRODUCTS

(From Our Own Correspondent)

GRASSE, October 5.-Following is the October report on flavor products in this region:

### Oranges

There has been no change in the situation with respect to the products derived from orange blossoms and orange leaves since we made our last report.

The sale of Neroly continues to be nearly normal, as well as that of the natural perfumes obtained by petroleum ethers. On the other hand, the orange-flower water is in very great demand by food products manufacturers and little by little the stocks of the May distilling are being

The rise that has occurred in the oil of Paraguay Petitgrain, which has been so hard to obtain at the place of origin since the revolution, has led to a small demand for the Grasse oil of petitgram.

#### Roses

There has been no change, either since we made our last report, in the market situation with regard to all of the products derived from roses. The demand continues to be active, as the consumers comprehend that the flowers will certainly bring a higher price next year. If it were not for the comparative dullness that still prevails in business affairs, there would be nothing more left in the market, inasmuch as the present prices of rose products are so in-teresting as to be encouraging for the laying in of stocks. Unfortunately, many perfumers are still leaded up with merchandise and hesitate to stock up again. The ones who are not in this situation are purchasing plentifully and they will assuredly find it to be a speculation genumely to their advantage, for it seems certain that next year the price of roses will be several francs higher than the prices current in the market this year. Many of the growers have been discouraged by the low prices of the present year and have torn the rose-hushes out by the roots; so there is going to be a shortage in the harvest next year.

The harvest of jasmin will have ended within a few days. The fine weather that has characterized the beginning of Autumn has enabled the growers to gather some additional flowers, but the harvest in general will not show any less of a shortage, by reason of the great drought in the month of August and at the beginning of September, which affected the crop unfavorably. Many flowers have been lost in consequence of the crisis that has been felt in the lack of sufficient workers to do the gathering.

If the present market prices of the jasmin products are

still comparatively low, it must be attributed to the rather important stocks that are still on the market from the 1921 crop. The prices of jasmin now prevailing will remain for a long while as the rock-bottom level.

As in the case of the jasmin the harvesting of the tuberoses will have ended within a few days. The shortage will be less than one would have supposed, although the crop will not be an abundant one. A slight decline, however, may be looked for in the prices as compared with those of last year, but it will not be a very appreciable one, as the demand is quite active and the stocks from last year are absolutely nil.

Geraniums

A slight decline has occurred in the geranium essence of the Réunion, but in consequence of a sudden demand that has absorbed all of the stocks on the continent, a rise has just occurred at the place of origin. The exporting houses on the Island announce strongly maintained prices by rea-son of not very important stocks and because of the small output from the last cuttings

The Algerian geranium continues very firm notwithstanding the small demand for it.

The distilling of the Grasse geranium began several days The harvest will not be an important one, inasmuch as the growing of this geranium has been partly abandoned for several years.

## Rosemary and Thyme

Oil of Rosemary has been in pretty good demand latterly by the English and American soap works. The market prices continue firm. The demand for essence of thymne keeps up pretty well,

# Oil of Lavender

The American and English demand has been rather important and the market shows a rising tendency.

Since the end of the distilling there has been a rise of

5 francs per kilogram for all grades,

There ought to be a meeting of lavender producers and purchases in a few days. The Co-operators de Producteurs (Producers' Cooperative Association) continue unceasingly their propaganda for a rise, feeling that the present prices are of little interest. Many of the Grasse concerns have intensified their lavender growing in the belief that they will in this way be able to arrest the upward march of prices that make it difficult to do business.

# OFFICIAL REPORT FROM BULGARIA

The following interesting information has just been received in a special report on jasmine and rose prospects and the manufacture of concrete flower oils in Bulgaria, in response to a request by THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW, from Herbert S. Bursley, viceconsul in charge, at Sona:

"Bulgaria has been the participant in three wars since 1912 and the otto of rose industry has suffered greatly from this fact. . . . The interest of the producers is now directed more to the re-establishment and modernization of the industry than to the undertaking of other branches of it. Already noteworthy progress has been made in increasing the acreage planted and the installation of modern equipment. It is predicted that this year's otto of rose will be of a better grade, quality, richness of bouquet and strength of odor than any previously reported.

"Volatile solvents probably will be used for extraction within the next few years. This step should be followed by the production of rose concrete.

"Rose concrete in a crude form has been manufactured for export to Grasse in the Maritime Alps. This branch of the rose industry has been in existence for about ten years. To satisfy the increasing demand, the ofto of rose manufacturers are now considering the adoption of the manufacturers are now considering the adoption of the most modern methods for its extraction.

"Jasmine culture has not been attempted in Bulgaria be cause of the unsuitability of the climate, which is too cold in winter and too damp and changeable in spring. diately prior to the European war some of the Bulgarian producers of otto of rose contemplated beginning the culture of jasmine in Western Thrace, where the climate is considered more suitable. Bulgaria lost this territory at the Peace Conference, however, and the project was dropped '

# Indo-China Essential Oil Producers

London Chemist & Druggist prints the following as being a list of the principal linds China producers of essential oils: M. Murat, à Hué (Ninam), M. Drouet, industriel. Digue du Cua-Cam, Haiphong (Tonkin); M. Gardies, planteur, Lung-way (Hagrang) Tonkin, and M. Schaller, à Chocay (Tonkin)

# JUST WHAT THE VANITY BOX MEANS

By LILIAN H. FOSTER, of New York

(Miss Foster has written an interesting article which will not only entertain many of our readers but which will afford ammunition for salesmen and others in the toilet goods lines who are in contact with the general public. Attacks made recently on the toilet branch of our industries have been even more baseless and atrocious than the old-time assaults upon perfumery. This article is printed chiefly for the purpose of helping to correct the erroneous impressions that seem to prevail and supplying information that can be utilized by the proper parties in combating the anti-cosmetic propaganda. Our readers will do well if they will have this article reprinted in whole or in part in their local newspapers in answer in, attacks on toilet articles.-Ep.)

When a member of one profession gives publicity to a statement directed against the legitimacy and usefulness of another profession, fairness demands at least an investigation of the charges. By way of the press a doctor of Brooklyn, recently made assertions that, in the interest of science and civic virtue, will bear analysis. To wit:

- 1. That the fascinating lipstick is a deadly peril.
- 2. That it is made of mutton tallow.
- That the use of rouge and powder makes women frights at forty.
- 4. That nature alone is qualified to turn out a finished beauty.

A visit to one of the largest cosmetic factories in the world and a personal inquiry into methods of manufacture and raw material, places the writer in a position to refute the doctor's assertions and to give truths on the subject equal publicity. In the meantime, the millions of devotees to the art of personal adornment remain apprehensive that a misguided law may reach out and snatch away their beloved vanity boxes.

But Dorcas, Daphne, Drusilla and Dot may be comforted. The fascinating lipstick is harmless enough to eat. No tallow or other animal fat is in its composition. A clean and antiseptically prepared powder and rouge is not so great a menace to the skin as the germ-laden dust of the street that one collects in an afternoon's promenade. To the fourth accusing statement a familiar axiom applies-Aristotle or Demosthenes, or someone else, maybe Cleo-patra, said it first—that Nature, unassisted, fails.

From three sides the vital topic may be approached: The physical; the ethical; the commercial.

If everyone were blessed with perfect assimilation and perfect capillary action, naturally brilliant and fine-textured complexions would abound. There would be no need of aids to beauty and incidentally no need of medical care. But just as the medical profession has become necessary because of the lack of physical equilibrium and co-ordination, so has arisen the need to make good artificially the shortcomings of the complexion. For above all must the world put on a good face, no matter what its hidden troubles.

It is a fact vouched for by the makers interviewed that no ingredient of any formula compounded for cosmetic purposes is injurious to the skin. The ingredient stearate of zinc is recommended as the baby's own friend, the product tale is by nature a "greasy" body with healing and not irritating properties. Coloring matter is in many cases edible, much of it being used in making confectionery and it is certified under government regulations. There is not much else besides these bases to account for, but it can be safely promised that a cosmetic of reliable manufacture will not make a woman a fright at forty.

That's a funny thing for a doctor to say. It would almost seem as if he had made a mistake in diagnosis, confusing causes and effects. If a woman is ever a fright at forty it is because she is the victim of ill health, or care and worry, or overwork. Certainly he ought to know that.

The normal face does not complain if it gets one good bath a day with cream and hot water and soap, so that the pores may breathe freely during the night's sleep. Carelessness in this respect might reap a crop of wrinkles but it would just the same on the unpowdered face.

As to ethics: Why does a woman use cosmetics?

Because with personal charm she is more of a power in the world. Whether she is the business, professional, club, or society world her influence is greater if she presents a pleasing aspect. She must hold her own in competition with her own sex and not quail under the critical eye of man. Instinctively she looks to man for approbation, for he has held supremacy too long for her to lose the habit all at once. She aims to please him and realizing his frailty for externals she plans to capture his attention by the lure of looks. No surer way. Moreover, the desire to attract may be a laudable ambition. It is possible that she wants neither his love nor his money but merely an acknowledgment of something in herself that she has brought to a degree of excellence. She wants appreciation, inspirational help, encouragement, the sanction of her personality, It's just that which puts the courage into living.

Hence comes the beauty shop and, back of that, the factory.

"What do you mean, factory?" demands Dorcas and Daphne and Drusilla and Dot, who never thought before of anything so crude in connection with their adorable vanity cases. Gather around, girls, and the worst will be made known. They don't grow on Christmas trees, they are made by husky men in overalls and packed by girls as pretty as any in the country, who need the wages they earn to maintain existence.

The factory with its ovens, mills, presses and workers in overalls is a red world. Through a cloud of rouge dust, figures move about vaguely suggesting mystic rites and secret processes, but seeming to function without friction without friedly of and without words, for the powder mills, like the mills of the gods, grind exceeding slow and exceeding fine, but exceedingly noisily.

It is a technical and a scientific industry and specialists have spent years in study and research to perfect its processes. Is it not presumptious of a doctor to attempt to discredit it by a few wild and random passages from his favorite book on hygiene?

In its archaic period rouge was shunned by the fastidious because it was made in but one tint, a gorgeous crimson so obviously artificial that it made the user appear grotesque. No one of good taste would then have thought of putting it on the face.

But the essence of a good thing was there, to be discovered by America. In this country the idea was born and grew, that tints so natural as to pass undetected might be made and would be used as cosmetics by the most conserva-Today nearly fifty different shades of powder and rouge are made to supply the trade, varying through such delicate distinctions as light, naturelle, brunette, outdoor, and more daring ventures, youth glow, peach, poppy, mandarin orange humandaria. darin, orange, lavender, blue, green. One might suppose that the last on the list belonged solely to the make-up box of the circus clown but this is a wrong surmise. The con-noisseur is aware that she may get a dazzling effect under electric light with the blue shades blended with their proper rouge, a transparency, ethereal and elusive, augmenting the charm of her "mystery."

The art of make-up is in fact a heaven-sent gift to

womankind to overcome the handicap of plainness. need not subside as a colorless nonentity, behind her glowing sister. If nature neglected to give a smooth finish to her face it is "up to" her to redeem it by artificial her to redeem it by artificial means. There is stimulation in the pursuit of beauty and a

lasting satisfaction in achieving it.

The lipstick has been on trial recently in the Chicago courts in a case which is now called celebrated and the verdict rendered was in its favor. Thus the trend of verdict rendered was in its favor. public opinion. An additional point might be cited in its defence, its place in industry.

The maligned lipstick saved a livelihood for the multitude of cartridge workers rendered superfluous by the armistice. Instead of discarding the machinery that made the small destroyers it was put to the manufacture of the metal cases that hold the lipstick and the machines and labor are now so employed with a status that is fixed and to be depended upon as a means to make a living. Besides this many factories are kept going as co-ordinating parts of the cosmetic industry

The United States is now leading in the field of beauty

products where formerly France enjoyed the monopoly, as well as the revenue. It is a good business and supports thousands of families all over the country. It is a vital factor in the industrial world and is a permanent institution.

Again referring to the doctor, particularly to his inference as to wall flowers, it may give him a new thought to say that instead of propagating wall flowers, the rouge pot has nourished the roots of many a family tree, for man has oft and anon been beguiled into matrimony by a pink cheek. and he doesn't really care whether it's the result of wind and weather or of a laboratory, so long as it pleases him.

As it serves as a worthy commodity of commerce and as an adjunct to beauty, a double function combining the useful and the ornamental, should not the make-up box receive its due and be accorded recognition as a valued member

of society?

# STANDARDIZING PERFUMERS' RAW MATERIALS

New Light on Subject in Argument in Favor of Idea by FRANK K. WOODWORTH. Business Manager American Manufacturers of Toilet Articles

The standardization idea has been adopted in pharmacy and medicine, by the United States Steel and other metallurgical trades, in the leather and tanning industry, in the silk and rubber industries and many others as being wise and good. Why not in the perfumery materials industry? Objectors cite the examples of the impossibility to do this, saying all that is necessary to determine quality is that the "nose knows." One might well say that the sense of touch is just as efficient in determining pure steel by feeling that it is hard. What a travesty this is in an industry so vital to human hygiene and the comfort of life in general! How carelessly quality is made an expediency for price!

There are certain phases in obtaining standardization in our industry that have never been spoken of nor attempted, yet which have yielded tremendous leading and satisfactory results, in the hands of experimenters in other walks of scientific endeavor. For example, in the world of medicine there are employed vegetable extractives of a very complex composition, embracing in some cases three or more active bodies whose determination by the presently known physical and chemical methods was impossible. Here it seemed that no standard could be established. Yet the physiologist by employing organoleptic tests, or its action upon animal viscera, has not only succeeded in establishing the active strength of the substance but also its degree of concentration

The floral oils are in no degree more complex bodies than is Digitalis or Gelsemium. If standards for the purity of the latter have been determined, the standards for the purity of floral oils can be established and products which vary seasonally can have their maximum and minimum, "purity rubric," within which the oil must respond. On this basis any product can be sold legitimately and honestly, thus if the value of a unit of a product is \$10 and the oil offered in the market is labeled 20 per cent "under standard," it is perfectly legitimate to offer the same for sale, providing that no greater price is charged for the article than \$8, which is 20 per cent less than the unit price of the standard article. Obviously this will be of great assistance to the manufacturing perfumer,

Pure science is the basis of all investigation. Researches in one field profit by the discoveries of workers in other fields of endeavor, and mankind is the gainer. The analogy between perfumery and medicine is very close when you consider that many of the volatile oils used in perfumery are highly esteemed in medicine. Recently benzyl benzyl benzyl benzyl benzyl benzyl benzyl. a perfumer's solvent, was introduced by the medical profession as a substitute in some cases for opium in the practice of medicine; here it was found by the pharmacologists that any benzyl benzoate which contained even traces of chlorine or chlorinated bodies were unfitted for medicinal use. It was the discovery that the "chlorine free" benzyl benzoate was not readily available in the open market, which kind, by the way, is the only one fitted for per-fumery purposes. What was the result? Standards were recognized as a corrective measure for this item and both the physician and perfumer are the gainers of the standardization adopted.

There is no doubt but what many aromatic chemicals, either from coal tar bases or other sources, may have wonderful medicinal properties which await their discovery and adoption by the chemist of the future, which will be used both by the perfumer and physician; thus a new market is developed for the essential oil and aromatic chemical manufacturer, where statudardization must come perforce from the close relationship of perfumery to

medicine.

Passing to a nose test for a perfumer's raw material as the only guide. The high degree to which the olfactory nerve can be trained is excellent but not dependable at all times, physical well being playing a most important factor in the smelling sense. Both buyers and sellers recognize the high value of this sense of smell. The chemical laboratory and the nose both have their warm supporters, the latter accusing the former of passing as pure, articles which are not, and the artful sophisticator sometimes gets

the better of the analytical chemist and vice versa.

The buyer of raw materials, the American perfumer, undoubtedly should use to advantage both schools, smell and standardization, and the benefits derived therefrom will place the industry on a larger and higher plane than it has ever occupied before in America for the increase of

Objectors will state there exists no tests for the purity of some essential oils. Perhaps, but they can be found and determined. This being the fact in possibly less than 15 per cent of the entire list, should not standardization be aimed at for the remaining 85 per cent? There is only one answer to this ves. Objectors will state there is no demand for this and what is it all for or about. In the office of your association there are on tile letters from many members both wise and influential, backed by years of practical experience, who approve the creation of such a Bureau of Standards and promise their aid both moral and Your officers can ably handle, act and decide how to perform and accomplish this great undertaking Write them, let your association hear from you by return mail your ideas and approval of this, for the betterment, advancement and growth of American made perfumery.

# Unwilling to Miss a Single Issue

(Beauty Craft Laboratories, San Antonio, Texas)

We certainly do not want to miss a single issue of THE AMERICAN PERELMER & I SSENITAL OUR REVIEW.

# NEW SURVEY OF COSMETICS IN SOUTH AMERICA

Market for American Perfumes and Toilet Articles Examined Critically by Experts-Obstacles Told and Suggestions Made-Trade With Argentina and Brazil Grows, But Peru Is Quiet

Exports of perfumery, cosmetics, and all toilet preparations from the United States to Argentina and Brazil have nearly tripled in value, though not in Peru, as compared with 1913, says the Drugs and Chemicals Division of the Department of Commerce. A comparison of the exports to those countries for 1913, 1921, and 1922 is shown below:

			(First 8 mos.)
	1913	1921	1922
Argentina	\$58,774	\$148,260	\$154,952
Brazil		61,648	43.579
Peru	46,231	47,383	33,222

Argentina has had a local industry in toilet preparations for more than twenty years, but it has only been within the last six years that the industry has become important. In 1918 there were 34 factories in the country, with a production of 523,101 liters (1 liter = 1.056 quarts) of cologne waters, 145,960 liters of miscellaneous lotions, 1,349 liters of various extracts, and 10,025 kilos of transparent soap.

A few of the essential oils for this industry come from the United States, but the greater part comes from the Grasse region of France, while some specialties, such as lemon and other citrus extracts, are supplied by Italy.

French toilet preparations enjoy a good reputation in Argentina. Cologne water manufactured by a London firm is well known to the local trade and is handled by one of the largest houses. Another house handles the lotions, per-fumes, and toilet preparations of a Baden (Germany) con-

Though local manufacturers have been very successful in satisfying the demand for this line of merchandise—and consequently foreign brands are seldom requested-still some American perfumes and toilet preparations have gained favor in Argentina, and the indications are that this market offers prospects of further development.

The market in Brazil for perfumes, rouge, creams, and theatrical make-up of the best quality is held almost exclusively by France. Only the best and more expensive perfumes are imported, and are received complete,—bottled and boxed ready for display. The bottles are made in many fantastic and artistic designs in cut, blown, and frosted glass, and the stoppers are most elaborate.

The locally manufactured perfumes and toilet waters are made from imported essences, but are poorly blended and consequently sell very cheaply. American perfumes are reported to be too high in price to compete with those made locally and not find it difficult to cope with French products

that have won favor. There are about eighty brands of tooth paste, American, European and Brazilian, offered for sale in Rio de Janeiro, and although prices of American tooth pastes are higher they enjoy general preference. One German brand is being manufactured in Bahia, and an American firm also has opened a small plant in Rio de Janeiro for the manufacture of tooth paste, talcum powder, creams, etc.

American makes of talcum powder, packed in the standard size cans, are preferred, but certain brands put up locally, using either imported or Brazilian tale, have a large sale

owing to their lower price.

Essential oils are imported principally from France, with Germany, Great Britain, Holland, and United States fol-

lowing in the order mentioned.

What is generally known as cold cream has a small sale in Brazil, though a French brand has acquired a great reputation, being a face cream to be used as a base for powder. Massage and vanishing creams have small demand, largely because the public does not understand their use.

Owing to the fact that duty is charged on the gross weight

of the package, not including the packing case, the importer as well as the retailer desires lightness in container and

packing. Talcum powder, tooth paste, soaps, or other preparations should therefore not be packed in heavy cardboard boxes but in light containers packed in wooden boxes, which are not weighed when calculating duty, thus reducing the cost of the article. It should also be noted that a slight difference in the size of the individual container is of less importance to the retail trade than a difference in price. In other words, a container which holds proportionately more for the price will not sell so well as one in which there is considerably less but which sells at a slightly lower price.

Notwithstanding the fact that the buying public of Peru is comparatively small, Richard T. Turner, secretary to the American trade commissioner at Lima, believes a fair market exists for toilet articles of all kinds. Among the well-to-do classes the highest grades of perfumes, soaps, and face powders are in demand, French perfumes occupying first place in popular esteem, though by far the largest proportion of toilet preparations are imported from the United States. Owing the the long-continued hold on this market of European perfumes of the expensive class, American brands will find great difficulty in competing with them.

The same is true of expensive face powders, lotions, and cosmetics, but it is estimated that about 70 per cent of the soaps sold on the market today are American, with the French and English brands following in the order mentioned,

Shaving soaps are practically all American.

In tooth pastes American products have first place, However, a special German brand is meeting with a good sale, and another German brand of tooth paste has recently been put on the market, together with other toilet items that are meeting with some success.

# NEW LIGHT ON MICHIGAN DRY LAW IN ITS EFFECTS ON TOILET ARTICLES

Perfumers, extract makers and others will be interested in the result of inquiries made by the American Manufacturers of Toilet Articles into the operation of the Prohibition Law of Michigan, which went into effect more than a year ago. In The American Perfumer & Essential Oil REVIEW, Sepember, 1921, page 298, can be found an article giving the text of the most important section of the law and a statement by W. C. Geagley, State Analyst, explaining the then new law at length. This law was the outcome

in somewhat amended form of the so-called Hicks Bill.

The law requires permits to do business to be issued by the Department of Public Safety, Lansing, Mich., these permits to be issued by the Commissioner of Public Safety, who must determine that each preparation, solution or ex-tract is manufactured in full compliance with the prohi-

bition laws of both Michigan and the United States.

The A. M. T. A. took the matter up with the Department of Public Safety and on August 28 received this

letter

"All manufacturers, before receiving a permit from this department to manufacture or sell in Michigan certain preparations containing over one-half of one per cent of alcohol, are requested to submit to this department a complete list of such preparations as they wish to manufacture or sell in Michigan, giving the per cent of alcohol contained in each. This list should be in duplicate, one copy to be attached to the permit and returned to the manufacturer, the other to be retained in this office.'

Counsel for the A. M. T. A. asked for further informa-tion and received the following reply on September 13: "We wish to advise you that in the case of perfumes and

toilet waters, all that is required is a complete list of the preparations manufactured, with per cent of alcohol and the special alcohol used in their manufacture. If no special alcohol or denaturant is used, manufacturer should show medication by formula."

It is suggested by Business Manager Woodworth that where undenatured alcohol is used the medication can be shown, as in Federal procedure, by stating that the preparation is denatured with so many ounces of essential oils.

# THE OCCURRENCE OF ESSENTIAL OILS IN DESERT PLANTS\*

By MAXWELL ADAMS, Head of Department of Chemistry, University of Nevada, Reno, Nev.

In studying the chemical composition of various desert plants my attention has been arrested by the fact that so many of them contain essential oils. Among those which I have examined are a number of varieties of Artemesia; several varieties of Chrysothamnus; Tetradymia glabrata; Monardella odoratissima; Juniperus utahensis; Thamnosma, and Salvia. Essential oils have been separated from all of these by steam distillation, and their physical constants determined. Most of them contain a-pinene and other well known terpenes. Chrysothamnus graveolens consists chiefly of dipentene. Monardella odoratissima contains pulegone and artemesia tridentata gives an essential oil which contains at least four distinct chemical compounds.

A more complete study has been made of artemesia tridentata than any other of the plants. The oil occurs only in the leaves and young shoots, none being detected in either the wood or bark. Samples have been gathered and examined each month during the growing season. The leaves and twigs yield about one per cent of oil and the amount varies slightly during the year, increasing somewhat until after the flowering season. There also appears to be a slight variation in the amount of oil present due to the nature of the soil and the location of the plants.

No satisfactory explanation of the function of essential oils in the plant economy has been made. It is easy to understand that a fragrant odor in the unfertilized flower would be of great value in attracting insects, but this can have no bearing on the occurrence of odorous bodies in the wood and bark of plants. Parry (The Chemistry of Essential Oils and Artificial Perfumes, page 2) considers the essential oils in general as belonging to the by-products of the metabolic processes of the cell life, such as are many of the alkaloids, coloring matters and tannins; with possibly in certain cases, excretionary functions. Charabit and Bertrand consider that the essential oil plays a part in the development of the flowers and fruit of the plant. Detto (Uber die Bedetung der ole bei zerophytin Flors 92, p. 480) thinks from experiments he has made that the essential oils are useful chiefly to protect wounds caused by animals and insects. Sometimes they appear to be a pathological condition of the plant,

The large proportion of desert plants, perhaps half of those native to the Great Basin, containing essential oils, has led me to inquire whether the oil may not serve as a protection against heat and an inhibitor of evaporation. There is some evidence confirming such a theory. occurrence of essential oils is not peculiar to the plants of the arid parts of western America, but those occurring in other arid districts are rich in oils. Eucalyptol, frankincense, cardamons and other oils of commerce come from the arid region. Wormwood, lemongrass and other plants which are cultivated for their oils originated in the arid districts. It is true that many plants, notably the conifers, are indigenous to the humid regions, but many of the pines are drought resisting. Pinus monophylla is found on the dry mountain ranges of southern Nevada and pinus sabiniana grows far down on the foothills bordering the Sacramento and San Jeaquin Valleys of California.

Tyndall has found that air saturated with the vapor of an essential oil becomes diathermous. He allowed a stream

\* Paper read before the American Association for the Advancement of Science at Salt Lake City meeting.

of light and heat rays to pass through a cylinder, the air in which was tilled with an ethereal oil. He found that rose oil absorbed 36 times, and anise oil 352 times as much heat as pure air. The diathermacy of other oils such as cinnamon, rosemary, and citronella lay between these extremes. If a plant could surround itself by a stratum of such an oil, it would be protected from rapid heat changes. A distinct odor is noticeable in the neighborhood of many plants during the growing season. The odor of "same brush" is characteristic of the entire Great Rasin area. It is highly probable that the plant is thus protected from the extreme heat of noonday and the chill of night, which is very marked in dry regions, by the diathermic vapor which it gives off.

Volkens (Zur Flora der agyptisch-arabischen Wuste page 63) has suggested that this lowering of the temperature would serve to suppress the evaporation of moisture from the plant. Burgestein (Transpiration of Plants, p. 134) has added considerable experimental evidence in support of this theory. By placing various plants or parts of plants in an atmosphere saturated with the vapor of the oil of artemesia absorbium he found distinct evidence that transpiration was inhibited. Schneider (Influence of aniesthetics upon transpiration, Bot, Gasette, London, Vol. 18, p. 56) made elaborate experiments on plants in ether vapor and found that assimilation as well as transpiration; was retarded before the concentration was sufficient to injure the plant.

Some experiments which I have recently carried our show that water containing small amounts of oil of artemesia tridentata evaporates more slowly than pure water A number of glass crystallizing dishes, 6 cm. in diameter and selected for their uniformity of size were used to hold the test solution. When filled and weighted they were placed in a room free from air currents and allowed to stand for 24 hours. The loss of weight was then determined While the results did not check quantitatively, the presence of the oil showed a suppression of evaporation in every case. The average of bitteen experiments showed that one drop of oil added to 50 cc. of water retarded the evaporation six and two-thirds per cent less than that of pure water. More oil had little additional effect. A saturated solution, made by shaking water with an excess of the oil. did not retard more than a single drop. When deep vessels were substituted for shallow ones, there was an eight per cent retardation in evaporation. The effect of the oil decreased on consecutive days, but had not entirely disappeared at the end of five days. The odor of the oil likewise still persisted.

The slight increase in the vapor pressure of the water caused by the solution of the oil would not be sufficient to account for so large a difference in evaporation. The explains lighter than water would tend to form a thin protective covering over the surface, thereby perhaps preventing the water molecules from leaving the liquid. However the fact that the evaporation is retarded more than when the solutions are placed in deep vessels, points to the conclusion that the vapor of the oil in the air surrounding the liquid is an important factor. The diffusion of gases is inversely proportional to the square root of their densities, but the diffusion rate also depends upon the nature of the other gas which occupies the space into which the diffusion takes place.

From this data one may conclude that the essential oil in plants of the arid regions serves as a protection against sudden changes in temperature and from excessive evaporation of water. May it not also be probable that the odor of flowers even in the humid regions, tends to retain moisture and thereby protong the policinization period?

# ACTIVITIES OF ASSOCIATIONS, SOCIETIES AND CLUBS

# A. M. T. A. ELECTS EIGHT MORE MEMBERS

The Executive Board of the American Manufacturers of Toilet Articles, at a meeting which was held recently, elected the following firms to membership:

Active

Beechams Laboratory, Oscawana-on-Hudson, N. Y. Empress Manufacturing Co., New York City. Amole Soap Company, Tippecanoe City, Ohio, Weichsel Laboratories, Dailas, Texas. The Abonita Co., Inc., Chicago, Ill. Arden Chemical Co., 681 Fifth avenue. New York City

Associate

The Karl Kiefer Machine Co., Cincinnati, Ohio. Iones Brothers Tea Co., 68 Jay street, Brooklyn, N. Y.

# NEW YORK'S ALLIED INDUSTRIES

The first Autumn meeting of the officers and Board of Governors of the Perfumery, Soap and Allied Industries of New York was held at the Hotel McAlpin on the evening of September 28. Among those present were B. T. Bush, Edwin W. Sefton, F. J. M. Miles, V. Vivaudou, William H. Green and Charles Boscowitz.

Plans for the coming year were discussed and it was decided to hold the first meeting of the association on October 27 at the Brevoort Hotel. Thereafter meetings will be held mentally on the last Friday evening of each

month until Summer.

Arrangements are being made through B. T. Bush to have a motion picture exhibition of wild animal life and also pictures of flower fields showing growing flowers and pickers at work at the first meeting. It is also proposed to have a set exchange of opinion on American-made toilet articles and how the association can best support the American Manufacturers of Toilet Articles in its efforts to more effectively popularize American products. Alcohol promises to be the subject of much discussion at the meetings during the coming Winter, judging from the interest taken in the informal discussion of formulas 39B and 36C.

# AMERICAN BRUSH MANUFACTURERS

The semi-annual meeting of the American Brush Manufacturers' Association, at the Bellevue-Stratford, Philadelphia, October 5, was well attended. Several members told of conditions and presented data on the raw material market. William Cordes, president, made a report on the new tariff law.

M. M. Battegay, of Tien-Sien, delivered a very instructive speech on the subject of "Conditions in China."

George A. Fernley, the secretary, reported upon suggestions as to a slogan for the industry. The Executive Committee was directed to select several slogans, the same to be voted on at the sixth annual meeting, which will be held at Atlantic City, February 22 and 23, 1923.

Progress was reported as being made in connection with a uniform cost accounting system. The secretary was instructed to compile statistics of the annual volume business

in the manufacture of various classes of brushes.

#### For a Chemists' Legislative Organization

A. J. Pastene presided at a meeting of chemists employed or otherwise interested in the American organic chemical manufacturing industry, held September 16, to organize for the purpose of advancing the legislative interests of the industry. Among those present were the following: Dr. Faber, Clarence A. Seibert, Ferdinand A. Novotny, Ernest Oalsson and Abraham Schwartz, of Van Dyk & Co., D. H. Killeffer, Paul D. V. Manning, Walter W. Behnfield Hamilton Merrill, Alan G. Wikoff, William Goldstein, R. P. Beardsley, Lloyd O. Koons, C. A. Swan, of Antoine Chiris Co., and C. H. Schepmoes, of Chemical Co. of America. Those present were enthusiastic, but took no positive steps.

# AMERICAN PHARMACEUTICAL ASSOCIATION

Reorganization of the American Pharmaceutical Association, perhaps its amalgamation with the National Association of Retail Druggists, was one of the storm centers that preceded the seventieth convention of the A. Ph. A. held in August in Cleveland. The result was a readjustment of the machinery of the association which will preserve its identity and unquestionably increase its usefumess. The censervative element controlled the situation and the radicals were so far submissive that the important changes in the basic organism of the body received practically no attention in the news reports,

Briefly the new plan makes the House of Delegates the legislative branch of the association, with additional powers and increased representation. State associations of the A. Ph. A. will have one delegate for each 500 members or less and provision is made for representation by the U. S. Army, the U. S. Navy, the U. S. Public Health Service and approved national associations, which means, as understood, that the N. A. R. D. and any similar bodies will have representation in the House of Delegates. In this way an active and effective liaison can be maintained by the scientific pharmacists and the retail druggists, whose interests are getting closer than ever before under the influence of restrictive laws and attempts to impose further drastic impediments in the way of the peaceful and proper pursuit of the profession. It will enable two great associations, at least, to act in harmony and effectively in fighting unwarranted and harmful measures in the lawmaking bodies. The plan as adopted is fully set forth in the Journal of the American Pharmaceutical Association for September.

E. G. Eberle, the veteran chronicler of the association, well says that the meeting can best be described in the vernacular as "peppy." A live local committee made things interesting, the program of papers was so varied, rich and extensive, that the four days of meeting were inadequate.

Samuel L. Hilton, the 1921-22 president of the association, made a most interesting address, reference to which is made on editorial page 336 of this issue. He recommended that the association again go on record as opposed to the sale of alcoholic liquors by pharmacists. A resolution in accordance with his suggestion was adopted, in addition to other resolutions on the subject.

Following the usual custom the nominating committee submitted three names for the office of president for the year 1924, the nominees being Professor H. V. Arny of New York, S. L. Antonow of Illinois and Frank Schachleiter of Arkansas. Nominations also were made for other

officers as follows:

First vice-president, Lyman F. Kebler, Washington; John H. Webster, Detroit, and Otto E. Huhlhan, Cleveland. Second vice-president, F. E. Bibbins, Indianapolis; Edward Spease, Cleveland, and E. V. Howell, Chapel Hill, S. C. Third vice-president, W. Bruce Philip, Oakland, Cal.; Matt Noll, Atchison, Kan., and W. P. Porterfield, Fargo, N. D.

For members of the Council (three to be elected), Robert P. Fischelis, James H. Beal, Ambrose Hunsberger, Charles H. LaWall, John Culley, Charles J. Clayton, Caswell A. Mayo, Charles H. Packard, and Edward V. Zoeller

# N. W. D. A. ACTS ON COSTS AND DRY SNAGS

The forty-eighth convention of the National Wholesale Druggists' Association was an unqualified success in point of attendance and useful work. One feature was the decision to undertake a standardization of expense accounting in connection with the Harvard University Bureau of Business Research.

A plan of co-operation with the Federal authorities in relation to prohibition enforcement with particular respect to the trade features of that law was outlined in resolutions adopted in connection with the recommendations of the president, F. C. Groover. The association recommends the immediate segregation of the supervision of alcohol for medical purposes from the unit having charge of prosecut-

ing violations of the law against beverage uses of liquors. It was suggested that the Commissioner of Internal Revenue appoint a deputy commissioner to perform these functions

for the bureau.

The association indorsed the suggestion that the Internal Revenue Commissioner designate a trade advisory committee to be selected from the members of national associations employing alcohol, such committee to include the Washington representatives of such national associations. The purpose would be to consult with the government officials respecting the advisability and necessity of proposed regulations of importance to alcohol using trades,

A vigorous protest was made against Ernst-Wood bill removing the prohibition commissioner from the jurisdiction of the Commissioner of Internal Revenue and Secretary of

the Treasury.

For the purposes of more effective law enforcement the association urged the Commissioner of Internal Revenue to raise the stock requirements of wholesale druggists who were not in business when the national prohibition act went

into effect from \$25,000 to \$100,000.

New officers were elected as follows: President, F. E. Bogart, Detroit; vice-presidents, R. H. Davis, Denver; A. B. Stewart, Seattle; W. N. Churchill, Burlington; H. D. Cowan, Buffalo; E. H. DeMoss, Louisville. New members of the Board of Control are B. B. Gilmer, Houston; A. H. Van Gorder, Cleveland; C. M. Kline, Philadelphia. C. F. Michaels, San Francisco, was made chairman of the Board of Control. The 1923 convention will be held in Cleveland.

# N. A. R. D. PROTESTS DRY LAW RED TAPE

The keynote of the twenty-fourth convention of the Na-tional Association of Retail Druggists, held Sept. 25 to 29. in Detroit, was sounded by James H. Beal, who, in an address entitled, "The Law and the Innocent Bystander," declared that restrictive legislation has become a menace to the American people and that the government established by our ancestors is being replaced by an autocratic bureaucracy that functions for the benefit of an organized minority that imposes its will upon the unorganized masses. Law-breaking instead of being a disgrace, he said, has come to be a joke-a national pastime, he said.

A resolution was adopted requesting the Internal Revenue Commissioner to grant liquor permits only to registered pharmacists who have been in the business for a year, and protesting against the issuance of prohibition mimeographs and circulars, urging that the law be administered only through treasury decisions. Strong protest was made against

prohibition red tape.

The election of officers resulted as follows: President. Curtis P. Gladding, Hartford, Conn.; vice-presidents, W. Bruce Philip, San Francisco, Al Falkenhainer, Algona, Iowa, Gerald Przybylski, Detroit; members of executive committee, Ambrose Hunsberger, Philadelphia, J. H. Riemensehnei-

der, Chicago.

The convention exhibitors included Abbott Laboratories. Armour Soap Works, Colgate & Co., Emerson Drug Co., Illinois Glass Co., F. F. Ingram Co., Johnson & Johnson, Lambert Pharmacal Co., Mennen Co., Norwich Pharmacal Co., Owens Bottle Co., Pompeilan Co., Sanitas Co., Frederick Stearns & Co., E. R. Squibb & Sons, the Wild Root Hair Tonic Co., and many other laws as the New York. Tonic Co., and many other firms,

### Organic Chemical Makers Discuss Tariff

Members of the Synthetic Organic Chemical Manufacturers' Association to the number of sixty are luncheon and discussed the tariff at the Pennsylvania Hotel October 13 Dr. John H. Finley delivered an address. The members talked over the injustice of the situation in which the industry had been placed by the new tariff law, but decided that at present they could only await developments,

# New Counsel for Drug Manufacturers

Harold W. Bigelow, general counsel for Parke, Davis & Co., has succeeded Charles M. Woodruff as counsel of the American Drug Manufacturers' Association.

## SALESMEN'S NEW YORK CHAPTER

New officers were elected and a proposed educational course to be conducted for chemical salesmen was outlined at the first Autumn meeting of the New York Chapter of the Salesmen's Association of the American Chemical Industry at the College of the City of New York, Octo-

Following the dinner which was held in the Tower room on the campus, the following local officers were elected for the New York Chapter: Chairman, John A. Chew; secretary, David H. Killeffer; treasurer, George Ashworth. The report of the retiring treasurer, Louis Spencer Levy, showed that the chapter had weathered the first year of its existence with a small balance to its credit in the bank, and the report of the retiring secretary showed that there were 143 enrolled members.

An address was made by Fred Signer, who outlined the plan of the entertainment committee for educational ad-

dresses from men engaged in the basic industries.

Other addresses were made by John W. Boyer, president of the National Association; Prof. Herbert Moody, head of the Department of Chemistry at the College of the City of New York; Prof. Frederick Robinson, dean of the School of Commerce, and Prof. F. E. Breithut.

Following a visit to the great hall of the college and to the faculty room, the members of the chapter were escorted to a lecture room, where some interesting experiments were made with liquetied air. Following this Prof. Breit-hut outlined a proposed course designed to fit the needs of

chemical salesmen.

A rapid census was taken of the possible support for such a course and it was found that 38 men were eager to take it. Fifty men are needed. The fee will be \$10. Anyone interested should communicate with the officers of the local chapter.

#### Druachem Club Dinner

The annual Autumn banquet and election of officers of the Druachem Club will be held at the club rooms, 160 Pearl street, New York City, on the evening of November 6. William Barry, chairman of the nominating committee. will present a roster of new officers. A rousing good time, consisting of a dinner and entertainment without specches has been scheduled. As the entertainment committee is composed of Benjamin Spenser, B. J. Fogarty, Richard Prentice, John A. Chew and Charles Huisking there is every reason to believe that the affair will be a record-breaker in attendance and interest.

# Chemical Equipment Makers Organize

The Chemical Equipment Association was organized at the Chemists' Club recently to advance the interests of manufacturers of equipment and others engaged in the manufacture and sale of accessories used in the chemical industry and industries using chemical processes. There were thirty at the first meeting, principally from the vicinity of New

York City.

York City.

A constitution was adopted and the following officers were elected: Pierce D. Schenck, of the Duriron Co., Dayton, president; J. G. Lehmann, W. A. Lummus and Adolph Goors, Jr., vice-presidents; P. C. Kingsburg, of General Ceramics Co., treasurer. H. N. Spicer, of the Dorr Co., R. W. Lyle, of the Carrier Engineering Co., P. S. Barnes, of the Pfaudler Co., E. C. Alford, of T. Shriver & Co., T. C. Oliver, of Chemical Construction Co., and H. H. Alford, of the Badger Co., are directors.

Headquarters will be established in New York City, and

Headquarters will be established in New York City, and a secretary will be engaged who will devote his entire ef-

forts to the work of the association.

# Chicago Perfumery, Soap and Extract Association

Thomas L. Hickey, attorney of the Flavoring Extract Manufacturers' Association of the United States, has taken over the duties of attorney to the Chicago Perfumery, Soap and Extract Association. Mr. Hickey was a guest and spoke at the meeting of the association held at the Elks' Club October 11, a hearty reception being given to him.

# BARBERS' SUPPLY DEALERS HOLD CONVENTION

The nineteenth annual convention of the Barbers Supply Dealers' Association of America was held at the Hotel Sherman, Chicago, October 9 to 12. It proved to be one of the most enthusiastic and best attended the association has ever held. Almost the entire convention floor of the hotel was taken up with the exhibits, showing a large variety of supplies for the trade, including new and novel offerings.

At the election of officers, Walter Smith, of Pittsburgh, Pa., was elected president, to succeed Z. C. Shaw, of Wichita, Kans, Others chosen were: First Vice President, E. A. Fretz, of Dallas, Texas; Second Vice President, Martin E. Walters, of Charlotte, N. C., re-elected; Third Vice President, Miss M. E. Lowe, Des Moines, Ia., re-elected; Treasurer, Otto R. Haas, of Chicago; Secretary, Joseph Byrne, New York City. Members of the Executive Committee for 1922-23 are: Frank M. Noonan, Boston; Z. C. Shaw, Wichita; E. D. Schneider, Memphis; Otto R. Haas, Chicago.

An elaborate business and entertainment program had been arranged and all the details to make it a success prepared in advance. The opening day was given over to viewing the exhibits and to a general get-together, when old friends remet and new ones were introduced, followed by a dinner, with songs and entertainments.

The business session was started promptly by the President, Z. C. Shaw, who presented his report. After the usual routine, George E. Buck, of Oklahoma City, gave an interesting address covering the subject, "Why Should the Manufacturer Sell His Goods to a Small Dealer Just Starting in Business?" He was followed by Miss Lowe, who led a spirited discussion.

Earl King, of Oklahoma City, gave an address on what it means to the barber supply dealer to conduct a successful credit department in his business, pointing out several of the stumbling blocks it avoids and the monetary value of the department. Frank Noonan, of Boston, Mass., spoke enlighteningly on "Furniture Discounts," while the advertising angle of the business was entered into jointly by M. E. Walters, of Charlotte, N. C., and C. F. Vee, of Chicago. M. E. Lewis, of New York City, was very emphatic in his denunciation of misrepresentation, illustrating how it is done and some of its results which were not in favor of the practitioner.

Joe Herbort, of Cincinnati, delivered an address covering the intricacies of selling barber supplies from a truck. He was followed with an explanatory address of an educational nature on the "Idea of a Certified Barber Shop," given by Walter F. Koken, of St. Louis.

There was an interesting address on "External Refreshments," by George A. Schmidt, of Chicago. Walter Smith, of Pittsburgh, Pa., told the members something about their own association in respect to its relation to legislative matters in Washington, D. C., and what their representation there meant to them. Dr. J. M. Doran, of Washington, followed Mr. Smith with an address on the Internal Revenue Department and some of the aspects of the alcohol situation of particular interest to the barber supply trade.

Dan Brundage, of Logansport, Ind., told the convention something about what concessions ought to be allowed to barbers by the barber supply dealers. A. Edlis, of Pittsburgh, explained some of the intricate points in connection with the barbers' co-operative buying associations, telling how they operate and their advantages.

George D. Chisholm, of St. Louis, spoke concerning supplies now being carried by the beauty parlors, and discussed their relations with the supply dealers. Al Voigt, of St. Louis, struck home with his address on sales and how to increase them. This is a subject always enjoyed by the trade. His address was entitled, "How can we increase the sale of our own goods?"

E. A. Fretz, of Dallas, Texas, took as his subject, "Do Commission Salesmen Help Collections?" Stanley M. Baltly was the next speaker.

The last subject on the program was the selection of the next meeting place. New York City won, after no small amount of verbal propaganda had been passed around, and one or two Manhattan Isle champions had told the meeting that they could promise them everything that they expected and perhaps a little more next

The annual banquet held in the Tiger Room on the evening of October 12 was a big success. A number of good talks were given and all were ready to unite in a wish that the convention was just starting instead of ending.

The local committee did not overlook the ladies. special ladies' committee room was arranged for their registration and a get-together dinner was held the first day. They held a luncheon Tuesday noon, and a theater party at the Garrick in the afternoon. The third morning a shopping tour of all the big stores was made, which the ladies enjoyed immensely, with another luncheon following. The afternoon was taken up with a card party, followed by a movie theater party at the Chicago Theater. Another shopping tour was held on the last day with a luncheon at Terrace Gardens in the Morrison Hotel.

The following active members were present:

Allentown B. S. Co., Allentown (Chas. J. Laudenslager); R. D. Anderson Co., Mansfield, O. (R. D. Anderson); American B. S. Co., South Bend, Ind. (O. V. Lovell); American Barber Tool Co, 944 West Franklin St., Philadelphia (E. S. Spielberg); Atlanta B. S. Co., Atlanta (M. Healey); Auburn B. S. Co., Auburn, N. Y. (Geo. Pohle); Bannasch B. S. Co., Lansing, Mich. (Otto R. Bannasch); Ias. G. Barv Co., 36 South Clark St., Chicago (Harry L. Jas. G. Bary Co., 36 South Clark St., Chicago (Harry L. Waller and Ernest R. Johensen); Bauer Mfg. Co., San Jas. G. Bary Co., 36 South Clark St., Chicago (Harry L. Waller and Ernest R. Johensen); Bauer Mfg. Co., San Francisco (Roy T. Bauer); Allen Bellefontaine, 322 St. Denis, Montreal (A. Bellefontaine); E. Berninghaus Co., Cincimati (S. A. McFadden and Bernard C. Woeste); D. W. Brundage, Loganport (D. W. Brundage); Geo. E. Buck, Oklahoma City (Geo. E. Buck); Buerger Bros. Supply Co., Denver (Hugo C. Buerger); Canadian Booster Co., Windsor, Ont. (J. Wesley Burns); Chattanooga B. S. Co., Chattanooga (J. W. Jorgensen); Coast Cutlery & Supply Co., Los Angeles (Oliver M. Solinger); Coe's B. S. House, Oshport, Wis. (Warren F. Coe, Jas. Coe and L. Darling); Covalt & Smith, Pittsburgh (Walter Smith); J. J. Connors, Toronto (J. J. Connors); Crown B. S. Co., 357 West 27th St., New York (Edw. B. Cuddy); C. B. Davis B. S. Co., 79 Marietta St., Chicago (C. B. Davis); Denver B. S. Co., Denver (Chas. Kehrhoff, Jr.); DeVry B. S. Co., Evansville, Ind. (B. DeVry and J. M. Hoffar); Chas, M. Dickson Co., Sioux City (Chas. M. Dickson); Fred Dolle, 669 West Madison St., Chicago (Fred Dolle); Edlis B. S. Co., Pittsburgh (A. Edlis, A. Schweitzer and C. H. Hauch); Eureka B. S. Co., St. Louis (Anthony Centi); Gentry B. S. Co., Terre Haute (W. H. Bear); Guarantee Supply Co., Philadelphia (John Fernsler); Geo. P. Haldy, Cedar Rapids (Geo. P. Haldy); A. Halverson Co., Muskogee (C. L. Hanan); Harding & Co., 126 Chambers St., New York (Thos, F. McNutty); B. Herting, 215

East 34th St., (B. Herting); C. E. Hoffman Co., Dallas (E. A. Fretz); C. Hughel Co., Indianapolis (C. L. Love); Imperial Perfumery & B. S., Inc., 2045 Webster Ave., New York (Arcady Gunsburg); Jackson B. S. Co., 7328 Halsted St., Chicago (Chas. E. Koske); H. B. Jaeger B. S. Co., Springfield, Ill. (Lem L. Jaeger and H. B. Jaeger); J. J. Johnson B. S. Co., Rockford, Ill. (Stanley M. Johnson); Joliet B. S. Co., Joliet, Ill. (Fred C. Wohlfab); Jones Bros. & Co., Ltd., Toronto (H. S. Garlich); Joplin B. S. Co., Joplin, Mo. (J. B. Ketto); Kalamazoo Pharmacal Co., Kalamazoo (Frank J. Maus); Fred W. Kiefer, Kirkwood, Mo.; Koken Companies, St. Louis (Geo, D. Chisholm); Alfred J. Frank, St. Paul (Frank D. Swifka); Kraut & Dohnal, Chicago (Otto R. Haas); Lewis Bros., Inc., West 125th St., New York (M. A. Lewis); George Liberman Co., Boston (George Liberman); Sylvester Liotta, 749 Flushing Ave., Brooklyn; Lognachan Bros. Liberman Co., Boston (George Elberman); Sylvester Liberman Co., Front Liberman Ave., Brooklyn; Lognachan Bros. Co., Knoxville, Ia. (C. C. Lognachan); Wm. Lowe B. S. Co., Des Moines (Miss M. E. Lowe); Makrauer B. S. House, Pittsburgh (Z. Makrauer and Andrew Makrauer); Co., Knoxville, Ia. (C. C. Loguachan); Wm. Lowe B. S. Co., Des Moines (Miss M. E. Lowe); Makrauer B. S. House, Pittsburgh (Z. Makrauer and Andrew Makrauer); Mann & Co., Columbus, O. (Wm. Mann); Melchior Supply Co., Chicago (Jas. G. Barry); Miller B. S. Co., Honolulu, T. H. (Carl Miller); Milwaukee B. S. Co., Honolulu, T. H. (Carl Miller); Milwaukee B. S. Co., Milwaukee (Felix A. Ladwig); Model B. S. Co., Peoria (A. G. Allgaier); Moler Supply House, 105 South Wells Chicago (A. B. Moler); L. E. Morris Co., Detroit (L. E. Morris); Muskegon B. S. Co., Muskegon, Mich. (W. E. Barr); National Barbers' Supplies, 194 Court, Brooklyn, N. Y. (Irving Joseph); Neal & Clark B. S. Co., DuQuoin, Ill. (G. H. Neal); New York B. S. Co., Milwankee (S. K. Karegeannes); T. Noonan & Son Co., 38 Portland St., Boston (Frank Noonan); Odell Co., Inc., Newark, N. J. (Henry Imke, R. Odell and C. Meglis); R. Odell & Sons Co., Newark, N. J. (Reuben Odell); Old Reliable B. S. Co., Cincinnati (Thos. M. Mangold); Pabst & Kohler, Columbus, O. (Chas. Kohler, Christ Pabst and T. M. Rogers); Pairo B. S. Co., St. Louis (E. E. Pairo); Penn. B. S. Co., Altoona (F. W. Gieg); Peoria B. S. Co., Peoria (W. L. Scott); Pursley & Hitch, Evansville (G. W. Pursley); Quinn B. S. Co., Quincy, Ill. (Mrs. L. E. Neville); J. Quinn, Spartanburg, S. C.; Rose's B. S. Co., Waterloo, Ia. (W. T. Rose and L. E. Peck); Fred W. Royalty & Co., Iandison Ave., Toledo (A. A. Saxer); San Antonio B. S. Co., San Antonio, Tex. (W. M. Shotwell); Schneider's B. S. House, Memphis (E. D. Schneider); Schoanhouen, 205 East Second St., Davenport, Ia. (B. H. Schoanhouen); S. D. Shaw B. S. Co., Wichita (Z. C. Shaw); Stenger & Berlinor, Seattle (R. T. Reber); Stewart Merc. Co., Lincoln (L. A. Doan); Strutz & Clottu Co., Chicago (V. E. Clottu); Swift B. S. Co., Uichita (S. Co., St. Louis (A. E. Voigt); Harry C. Waltz B. S. Co., Lima, O. (Harry C. Waltz); Warder & Mauley, Kansas City, Mo. (E. M. Warder); Warren Barber & Beauty Parlors Supply House, Warren, Pa. (F. P. Caro); Wayne B. S. Co., Ft Wolverine B. S. Co., Detroit (Joe Metras); Youngstown B. S. Co., Youngstown, O. (Harry Spero).

# Insecticide and Disinfectant Makers to Meet

Insecticide and Disinfectant Manufacturers' will hold its annual meeting December 11 and 12 in this city. Among the new members are the American Disinfecting Co., Sedalia, Mo.; Niagara Alkali Co., New York; Stearns Electric Paste Co., Chicago.

# International Chamber of Commerce

Next general meeting of the Internatial Chamber of Commerce, which is to be held in Rome, will be in March, 1923, instead of September as originally intended,

# FOOD AND DRUG OFFICIALS MEET

(Continued from page 354)

said the bureau was now engaged on a comprehensive plan to inform all related factors about the work of the Government officers with respect to manufacturing and distributing and he urged State officials to take concerted action and work closely with legislators of every class-national, State and city- to procure uniform laws and regulations and then to follow up their enforcement vigorously.

f. L. Miller, Food and Drug Commissioner of Indiana,

in his address denounced poisonous stuff that was sold as cosmetics, toilet preparations, hair tonics and patent medicines. He gave his O. K to pharmaceutical prescriptions and drugs made by manufacturing chemists, but said all others were more or less had and needed regulation.

This statement was followed by a lecture by Dr. L. E. Warren, of Chicago, who in a series of views and explanations showed the iniquities of the drug business with regard to the many deleterious compounds sold, and also told of the need of more stringent regulations for fake doctors as well as for harmful drugs and medicines.

The recommendations of the committee on standards were all accepted. There was some opposition in committee to lowering the standard of butter from 821/2 to 80 per cent. but this is a Federal law.

The other recommendations for standardization related to milk, process butter, ginger ale, oil of cassia and bread.

The committee's recommendation was adopted for the appointment of a committee on uniform standards to collect data from all the States, to procure copies of present laws and regulations, to note where these conflict with national standards, and to formulate and present to Congress a uniform bill for food and drug manufacture and sale

Duluth will be the next meeting place. New officers were

chosen as follows:

President, I. L. Miller, Indiana.
First vice president, O. D. Sibbald, Minnesota.
Second vice president, A. L. Sullivan, Maryland.
Third vice president, D. J. Frazier, Tennessee.
Scoretary, W. C. Geagey, Michigan.
Treasurer, H. E. Wiedemann, Missouri.
Member of executive committee, Dr. S. J. Crumbine,

# Official Agricultural Chemists Meet Next Month

The thirty-eighth annual convention of the Association of Official Agricultural Chemists will be held at the Raleigh Hotel, Washington, D. C., November 15-17. A lengthy program of papers has been issued by the secretary, W. W. Skinner, Box 290, Pennsylvania Avenue Station, Washington, D. C. Many valuable reports will be presented.

# AMERICAN BOTTLERS' CONVENTION

Preparations for the annual convention of the American Bottlers of Carbonated Beverages, to be held at Atlanta, Georgia, November 13 to 17, have progressed rapidly under the direction of the president, Charles V Rainwater. An attendance of fully a thousand delegates is expected. The contingent from Chicago and vicinity will travel to Atlanta in a special train,

Coincident with the convention the National Beverage Ex-More than 100 firms have engaged booths. The National More than 100 firms have engaged booths. The National Aniline & Chemical Co., of New York, is among the probable exhibitors. Other arms that have already decided to exhibit include the following: Fries & Fries, Cincinnati; Economic Machinery Co., Worcester, Mass.; Bond Manufacturing Corporation, Wilmington, Del.; Illinois Glass Co., Meet Ill., Alexander Co. Alton, Ill.; McKenna Brass & Manufacturing Co., Inc., Pittsburgh.

# Flavoring Extracts in Lithuania

In the customs tariff put into effect in Lithuania flavoring extracts appear in a new classification, which makes them dutiable at 50 per cent.



# OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION

In our last issue we recorded the selection of Cincinnati as the place for holding the 1923 convention of the Flavoring Extract Manufacturers' Association of the United States. The convention will be held in June and early steps will be taken to make it more than ever worth while.

Gordon M. Day, president, and his associates on the board of officers and committees, have had a busy month looking out for the interests of the industry.

Hearings on the association's request for a further revision of Food Circular No. 21 and its opposition to the bond requirement of T. D. 3398 are reported in our Washington news on pages 337 and 338.

PROVIDING FOR UNITY OF LEGISLATIVE ACTION

Since our last report Circular 136 has been issued by President Day and Executive Secretary Hickey, Its title gives an idea of its scope and of its value to the members and to the industry: "Unity of Action—Alcohol Records—New Food Regulations—Renewal of Permits." As there are so few flavoring extract manufacturers outside of the association (and these would benefit wonderfully by joining) it is not necessary to quote the circular in its entirety. Some parts of it, however, should be impressed upon the minds of the members. Outsiders who are interested in the industry and do not wish to become marplots might well realize from this quotation the fact that they can do much more for their own, as well as the general interests, by getting into working status with the association. It is worth emphasizing:

"We are approaching a very busy legislative year. About forty-two State Legislatures will be in regular session during the coming winter. In addition, the Congress of the United States will consider several bills of interest to our association. Then, too, the different departments located at Washington, such as the Prohibition Unit, the Sales Tax Division, etc., will no doubt have occasion to issue many new rulings and Treasury decisions affecting our industry. "In this connection, it may not be amiss to give our

"In this connection, it may not be amiss to give our members a few suggestions as to how they can assist our officers and committees in handling association work. All matters pertaining to legislation, either at Washington or in the several states, are under the jurisdiction of Mr. R. H. Bond, chairman of our Legislative Committee. He also has charge of all matters pertaining to rulings or decisions issued by the various departments at Washington.

"Under no circumstances should any of our members authorize anyone else to speak or act for them in regard to these matters. You can readily see the reason why it is necessary that all of the activities of our association be conducted by and through the duly appointed officers and committees of our own organization. In this way, and in this way alone, it is possible to secure that unity of action and interest which is so essential to success.

"What has been said about the legislative work and departmental work applies with equal force to all the other activities of our association. Our members should be very careful to submit their problems and suggestions only to the proper officers and committees of the association so far as these matters are within the scope of the work being carried on by our organization."

Circular 136 also gives a copy of Treasury Decision 3396, which repeals Mimeograph 282, in relation to the keeping of alcohol records. The text of this decision, as well as other information on this branch of the industry, is given in our Washington Correspondence on Alcohol, which will be found on page 338. The circular also tells of the strenuous and successful fight Chairman Bond made in this controversy and refers to the splendid support given to him by the association, mention of which was made in our last report.

Mr. Bond heads a committee that has taken up the subject of obtaining a revision of numerous objectionable provisions in the new Federal Food & Drugs Act Regulations, Circular 21, Eighth Revision, mentioned as having been issued in our Pure Food and Drug Notes last month.

Members are advised to apply for renewal of permits at once. Applications must be filled before November 1. Copies of Form 1404 and 1404 Supplemental, which may be used, were enclosed with the circular as a service to members.

# ANOTHER RULING ON PRO. MIM. 205

Prohibition Commissioner Haynes, under date of September 18, 1922, in reply to an inquiry by H. W. Eddy. the "bond man," of St. Louis, has issued the following statement regarding Pro. Mim. 205, supplementary to his ruling of October 18, 1921, which was printed in the Flavoring Extract Section on page 393, last November:

"This office is in receipt of your letter of August 23, 1922, relative to the manufacture of the flavoring extracts listed in Prohibition Mimeograph 205.

"In reply you are advised that if the flavoring extracts enumerated therein are manufactured for household purposes the finished products must contain 5 per cent by weight of ethers or esters calculated as ethyl acetate. However, if such extracts, or any other flavoring extracts marketed under liquor names, are manufactured and intended for sale for strictly manufacturing purposes, the same may not contain less than 2 per cent by weight of ethers or esters.

"The manufacturers who would be qualified to purchase

"The manufacturers who would be qualified to purchase such extracts are those who use the same in manufacturing and marketing their own products which are unfit for beverage purposes, such as, manufacturers of flavoring extracts, confectioners, ice cream manufacturers, bakers, jelly and jelly powder manufacturers, bottlers of soft drinks, soda water syrup manufacturers, candy manufacturers, or any other have fide manufacturers.

any other bona fide manufacturers.

"It is not to be understood that the extracts covered by Prohibition Mimeograph 205, or any other extracts which may be added thereto at the discretion of this office, when containing less than 5 per cent of ethers or esters, may be sold to jobbers in the ordinary sense, who would sell to the public in general but, on the contrary, such extracts must be sold to the bona fide manufacturers as stated above."

# SODA WATER FLAVORS MANUFACTURERS

Harry Whittle, president, and Thomas J. Hickey, secretary and attorney, have sent out notices for the 1922 meeting of the National Manufacturers of Soda Water Flavors, which will be held in Washington, D. C., Tuesday, October 24. Quarters have been obtained at the Hotel Washington, one of the new hostelries in the national capital and members desiring rooms should advise the hotel at once in order to make sure of getting accommodations. The rates, it is understood, will not be unreasonable.

The convention will be in session only the one day, unless some unexpected reason for further deliberation should arise, so members are urged to be on hand promptly. The officers and committees have had a busy year and they feel that they are entitled to a full attendance of the membership. The selection of Washington as the convention city is of especial importance, as besides attending the convention members may dispose of business they may have with the Prohibition Unit, the Sales Tax Division, the Bureau of Chemistry, or other federal agencies, with the advantage also of having the association's attorney, Mr Hickey, on the ground for any needed consultation and advice.

Soda water flavor manufacturers not now members of the association will find this a good time to join and at the same time enjoy a trip to the national capital.

# Dr. Stratton Quits Standards Bureau

Dr. Samuel Wesley Stratton, for twenty-one years director of the Bureau of Standards at Washington, has been elected President of the Massachusetts Institute of Technology. He will assume the position on January 1. Secretary Hoover expressed regret at losing the aid of Dr. Stratton.

# \$1,000,000 in Olive Oil Imports in July

July's imports of edible olive oil amounted to 734,577 gallons, valued at \$1,070.083. The chief items were: From Italy, 338,738 gallons, \$535,223; from Spain, 312,810 gallons, \$424,342. France was third with 44,363 gallons, \$70,977.

# Vanilla Bean Imports Gain

Imports of vanilla beans into the United States in July were valued at \$187,619, about \$20,000 more than in the same month a year ago. The figures for the first seven months of this year, compared with last year, are as follows: 1922, \$1,542,782; 1921, \$602,415.

# Drop in Peppermint Oil Exports

There was a slump in the July exports of peppermint oil, the value being \$8,733, as against \$29,502 a year ago. In the first seven months of this year, however, there was a substantial increase, as the figures show: 1922, \$145,891; 1921, \$116,731.

# Pure Spices Only in New York City

A survey of the spice industry in this city was made recently by the Bureau of Food and Drugs, and samples were taken of all spices found upon the market. Analysis of these samples showed that all were unadulterated, and conformed to the label under which they were sold.

# New York's Next Food Exposition

The National Food Show will be held October 30 to November 11 inclusive, at the 102nd Engineers' Armory, 168th street and Broadway, under the auspices of the New York Retail Grocers' Association.

# PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, toilet preparations, flavoring extracts, scapa, etc.

#### FEDERAL.

# Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 10,351 to 10,400 inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the following are of interest to our readers:

10,370. Adulteration and misbranding of soluble saccharin. Default decree of condemnation and destruction. Failed to conform to U. S. P. standard and was a mixture of sugar and saccharin.

10,371. Adulteration and misbranding of red and other colors. Verdict of guilty on ten counts and acquittal on four counts. Fine, \$2,000 and costs. An appeal was to be taken by the defendants. Seven colors were involved. Adulteration was charged for the presence of sodium chlerid, sodium phosphate and arsenic in some of the colors.

10,385. Misbranding of imitation vanilla and tonka. Plea of guilty Fine, \$50 and costs. Short 6½ per cent from declared contents.

There were four olive and table oil condemnations with one \$25 fine

# Cooperation in Enforcing Food Laws

Enforcement of the Federal Food and Drugs act, State food and drug laws and municipal regulations has been made much easier and more effective because of the cooperation secured by the United States Department of Agriculture. The Bureau of Chemistry of the department, through W. S. Frisbie, in charge of the office of co-operation, keeps in personal touch with the various sectional organizations, state officials, and many of the men in charge of administering city food and drug regulations. As a result of this close relationship the eyes of the law are multiplied. The States, cities and the Department of Agriculture exchange valuable information, and now most of the State inspectors carry authorizations from the Secretary of Agriculture to collect samples for the department, and are, therefore, participants in the enforcement of the national food and drug law.

Standardization of rules and regulations has also been furthered. This is welcomed not only by the enforcement authorities, but also by manufacturers. This plan of uniformity is being fostered also by the National Association of Food, Drug and Dairy Officials, as well as by several of the other organizations of officials.

# FOOD AND DRUG OFFICIALS MEET

Association of American Dairy, Food and Drug Officials held its twenty-sixth annual convention at Kansas City, Mo., October 3-6, and went through with a long program of papers. Uniform food laws received considerable attention, one paper, by J. Q. Emery, opposing the proposal unless the filled milk law of Wisconsin should be included. Dr. Charles Thom, of the Federal Bureau of Chemistry, in a paper on "Poisons in Foods," defended canned goods and suggested that other causes were largely to blame.

W. G. Campbell, Chief of the Bureau of Chemistry, declared that our present food laws are now mostly corrective, when they should be educative. They should be constructive rather than restrictive, and to this end the standards set up by the Bureau of Chemistry are arrived at, building up morale on the part of food and drug manufacturers rather than fear of the law. He suggested that enlarged powers be granted to the committee on standards, so that the committee could act quickly on important measures without previous action by the association. Mr. Campbell

(Continued on page 352)



Antoine Chiris Co., 147 Waverly place, New York, has issued an announcement regarding the termination of its agency for Shipkoff & Co., Ltd., of Sofia, Bulgaria, and stating that it expects soon to make an announcement offering another brand of otto of rose to the trade.

Burton T. Bush, president of the Antoine Chiris Co., will sail for Europe on the liner Aquitania October 24. Mr. Bush will visit France, Spain, Germany and the Balkans and expects to be gone about two months. He will be accompanied on part of the trip by M. J. Seeley, who has just recovered from a serious surgical operation in St. Mary's Hospital, Passaic.

Cards are out for the marriage on October 28 of Richard Hugo Lingott, of the Chicago office of the Antoine Chiris Co., and Miss Carol Marie Winslow, daughter of Mr. and Mrs. R. H. Winslow, of Elkhart, Ind. The ceremony will be performed in the Presbyterian Church in Elkhart.

Florome Chemical Corporation which has been in bank-ruptcy, was sold by United States auctioneer, Charles Shongood, October 19 at the premises 24 Wooster street, New York City. The entire property was hid in by Human Bros., 37 Delevan street, Brooklyn, N. Y., for \$450. It is understood that they will dispose of the property.

The corporation was an involuntary bankrupt with liabilities of about \$1,200 and with assets of about \$1,000, according to A. J. Halprin, attorney for Clifford G. Ludvigh, receiver. In addition to the stated liabilities the company had other obligations outstanding in the way of negotiable instruments, but the total of these did not amount to much according to the attorney. Morris Lewis, one of the organizers and formerly president of the corporation, who is engaged in the barber supply business in the firm of Lewis Bros., 1 West 125th street, New York City, sold his entire interest to the company some time ago and was not connected with it at the time of the adjudication of the bankruptcy either as an officer, a director, or a stockholder.

We are advised that the executive and sales offices of the Essential Oil Co., Trenton, N. J., have been transferred to New York, 297 Fourth avenue. The company has been reorganized and the sales have been taken over by the American Linseed Co. who are the owners of the corporation. The American Linseed Co. have for many years been in touch with the soap manufacturers throughout the United States on account of the sale to them of cocoanut oil fatty acids and other products and can therefore give adequate attention to the distribution of terpineol. The western sales will continue with Neumann. Buslee & Wolfe, Inc., 321-323 N. Sheldon street, Chicago, Ill. The plant operation is under the supervision of the chemical department of American Linseed Co.

Tin Decorating Co., Baltimore, Md., sends us four examples of decorated metal containers for toilet powders. The containers give a good idea of the quality of work done by the company as well as the originality of its designers. The containers range from a small trial container to the four-ounce size.

C. R. DeLong, chief of the Chemistry Division of the Bureau of Foreign and Domestic Commerce, Washington, D. C., announces that the report on exports of toilet articles and perfumes by countries for September will be issued the latter part of this month.

Miss Ruth Killeen, daughter of Mr and Mrs. Edward Vincent Killeen, and Edward J. Martin, son of Dr. John E. Martin, of New Britain, Conn., were married by Archbishop Hayes, of New York, in St. Mary's Church, Deal, N. J., October 3. The flower girl was Miss Clare Killeen, sister of the bride, and Wilbur Killeen was best man. There was a wedding breakfast at the Deal Golf and Country Club. The bride's father is vice-president and treasurer of George Lueders & Co., essential oils, New York. The bridegroom is a member of the staff of the A. H. Bull Steamship Co., in this city, and is making rapid progress in shipping.

Attention is called to the insert of the Stanley Mfg. Co., Dayton, Ohio, which appears between advertising pages 68 and 69 of this issue. On the obverse side of the insert two metal seals are shown to illustrate the effect that may be had by using the same design in different coloring on the bottle and on the box which contains it.

Camille H. Bourguet, representative for Lautier Fils, 47 Cliff street, New York City, has returned from the Adirondacks, where he spent his vacation mountain climbing, boating, and fishing. Mr. Bourguet announces that Lautier Fils's new price list is about to be issued, listing the products of Morel & Co., Lautier Fils and Vilardi Paolo, Reggio-Calabria, for whom the company acts as agent.

Lautier Fils have opened a Western office at 200 Jefferson street, Chicago, III. Telephone: Haymarket 5385. The office is in charge of David Day, formerly assistant in the New York office.

F. N. Burt Co., Ltd., 540 Seneca, Buffalo, N. Y., again publish one of their attractive inserts between advertising pages 84 and 95 calling attention to the small sized paper boxes which it manufactures.

Jack Selig, sales manager for the Manhattan Can Co., Brooklyn, N. Y., and the oldest active salesman in the metal container industry, died September 30 following a three weeks' illness at his home in Brooklyn at the age of 71 years. He was active in business up to the time of his illness; and his death was a shock to a wide host of friends and business associates.

Mr. Selig was often called the dean of the metal container industry, largely because his whole business career was spent in it; and because he was identified with the promotion of practically every new field of activity into which it developed. His first position was with the American Stopper Co. which later was absorbed by the American Can Co. He continued with that company until a few years ago when he became sales manager for the Manhattan Can Co. The end was as he had wished it to be, while he was active in business. He was well known throughout the toilet goods industry where his genial disposition and wealth of human understanding and sympathy won for him sincere friends.

Mr. Selig is survived by his widow and three sons, Wilbur, Lloyd and Everard. The funeral was held October 3 and interment was in Cedar Grove cemetery.



Emile Schlienger, senior partner of Bertrand Freres, Grasse, France, arrived in New York on the France, October 13, and is now making a business trip through New England and eastern Canada with the company's American representative, P. R. Dreyer, 109 Beekman street, New York. Mr. Schlienger has told us about the marked enlargement of the firm's plant and brought with him a number of very interesting photographs, some of which will be published in our next issue.

Mr. Dreyer, just previously to his present tour, returned from an extended trip through the Middle West, where he found the trade, especially soap manufacturers, to be very busy. While in Detroit arrangements were made with A. S. Northrup, formerly associated with George V. Gross & Co., to represent Mr. Dreyer in that territory. Mr. Northrup is located at 12, 520 Second boulevard, Detroit, and handles the complete line of products sold by Mr. Dreyer.

Polak & Schwarz, Ltd., of Zaandam and Hilversum, Holland, made an extended display of fruit extracts, essences, aromatic chemicals and essential oils at the recent Confectioners' Exhibition in London, England. The firm's exclusive selling agent for the United States and Canada is Julian W. Lyon & Co., 35 Fulton street, New York City.

Crescent Mfg. Co., Seattle, Wash., flavoring extracts, baking powder, etc., has leased an additional building for the purpose of increasing its manufacturing facilities.

Th. Muhlethaler, the synthetic aromatic chemical manufacturer, of Nyon, Switzerland, who also conducted and owned a plant established under the firm name of Payan & Bertrand, at Grasse, France, sold this plant and business on August 22, to a new corporation, composed of Henri Tron and Ernest Pugibet, both of Paris; Henri Proal, of Cannes; Joseph Rodie of Castelnau-le-Lez, and Georges Labache, of Fontenay-Tresigny, (Seine et Marne.) The new corporation, it is understood, will continue the business under the name of the old firm.

Th. Muhlethaler's American agents are Morana, Inc., New York.

Another big merchandise fair will be held in 1923 by the National Retail Dry Goods Association, as a result of the success of the August fair in this city, which was attended by more than 30,000 buyers.

Attention is called to the insert of the Synfleur Scientific Laboratories, Inc., Monticello, N. Y., between advertising pages 8 and 9 of this issue, in which the company discusses tersely and in a most interesting way the subject of "American Perfume Materials for Americans and the World."

Beauty Craft Laboratories, San Antonio, Texas, of which C. F. Searles is manager, have taken over the business of manufacturing toilet preparations which formerly was conducted under the name of the O'Leary Products Co.

Sanitas Co., Brooklyn, N. Y., is using full page advertisements in the newspapers to sell Pingelow shampoo. Names of dealers are listed and a combination offer is made. The campaign will be kept up steadily, except for a month during the holidays, resuming in the early Spring.

C. Leonard Pfeiffer, purchasing agent of Richard Hudnust, New York, and Mr. and Mrs. C. A. Pennock returned to New York September 20 on the Colombo ending a three months' pleasure trip to London, Paris, and the South of France. Mr. Pennock is sales manager of the company.

A. M. Todd Co., Kalamazoo, Mich., call attention to three specialties, hydroxy citronellal, geraniol and citronellol, in their announcement on advertising page 26 of this issue.

Decision in the case of Coty vs. Prestonettes, Inc., is expected soon in the Circuit Court of Appeals. The appeal was made by Coty, who was dissatisfied with the findings of the U. S. District Court for the Southern District of New York, and was argued October 3 before Judges Rogers, Mayer and Manton. Mock & Blum represented the plaintiffs and Reiss & Reiss, and Morris I. Wormser appeared for the defendants. The court is expected to render its decision early in November.

Coty, by B. E. Levy, sole agent in the United States, offers \$100 reward for the arrest of swindlers who have been selling plain water in counterfeits of two-ounce packages of Coty's L'Origan. The outside wrapper is called very deceptive. Druggists have been the victims. Warning also is given to the trade against buying perfumes except from authorized dealers or jobbers.

Nellis N. Dalton, first vice-president of Peet Brothers Manufacturing Co., has been elected president of the Kansas City Chamber of Commerce. Bruce Forrester, secretary-treasurer of the Forrester-Nace Box Co., has been elected vice-president of the industrial department of the chamber. Both have long been active in civic affairs.

Albany Soap Corporation, capitalized at \$90,000, according to papers filed with the Secretary of State at Albany, N. Y., is a consolidation of the Three Points Products Corporation and the Christian Bros. Soap Co. The directors named are Joseph Grober, John H. Rea and Joseph Nicklas.

Morgan Products Co., recently organized in Toledo, Ohio, to manufacture soap, has bought a three-story concrete factory with 15,000 square feet of floor space.

Anderson Pace, advertising manager of the Tin Decorating Company of Baltimore, has been appointed supervisor of stock sales in the Chicago territory. He will retain his position as advertising manager of the company, dividing his time between Chicago and Baltimore. The following will be associated with Mr. Pace in Chicago: Richard Fairclough, George Bridge, J. J. Sullivan, John R. Henkle, C. J. Votson and Walter Pace.

Compagnie Duval, of 32 Cliff street, New York City, natural and synthetic flower oils and aromatic chemicals, has recently opened two branch offices. One is in the Drexel Building, Philadelphia, with Thomas Dunlop in charge. The other branch is at 1209 Pratt Boulevard, Chicago, Ill., and it is in charge of F. H. Sawyer.



A test case is to be heard before Judge Harper of the revocation court at Prohibition Headquarters, 1007 Broadway, New York City, in the near future, to determine the rights of manufacturers of proprietary preparations to own and operate a still. The defendants are the officers of the Florasynth Laboratories. It will be recalled that Commissioner Hitchcock discharged the defendants and gave them a clean bill of health when prohibition agents seized the plant on the charge that it was operating a still. At that time it was shown that the company's operations were in accordance with law, and the second prosecution was a surprise. It is expected that the present case will serve to define in what circumstances a still may be operated.

Oscar A. Gross, perfumer, with the Garwood Co., Philadelphia, and Miss Margaret A. Rauchmann, of Brooklyn, were married recently at Knapp's mansion, Brooklyn. A honeymoon trip was made to Niagara Falls. Mr. Gross came to New York some time ago as special technical representative of the Chemical Works Flora, Zurich, Switzerland, and made his head-quarters with the O. A. Brown Co., Inc., exclusive agents of the works for this country and Canada. Later Mr. Gross became connected with the Garwood Co.

Charles Francesconi, of J. C. Francesconi & Co., vegetable oils, this city, is home from a fortnight's vacation which he enjoyed in the wilds of New England.

Northam Warren Corporation, New York, is planning to start a campaign to advertise its Cutex manicure specialties in Canada. The Canadian advertising of the company will be directed by Smith, Denne & Moore, Limited, Toronto and Montreal advertising agency.

Rieser Co., New York, maker of Venida hair nets, has begun the manufacture and distribution of Venida Clintonic Twin Soaps. An advertising campaign for this new product is now being conducted. Business paper, theatre program, car card, newspaper rotogravure and direct-mail advertising are being used. In addition, circulars are being enclosed in the envelopes containing Venida hair nets.

Scholze Soap & Fertilizer Co., of Chattanooga, Tenn., which incorporated recently with a capitalization of \$150,000, as noted in our "New Incorporations" department, contemplates building a new factory with modern equipment in the spring of 1923.

Among the numerous members of the committees of the New York Merchants' Association are Donald McKesson, Sidney M. Colgate, Herman A. Metz and W. J. Schieffelin.

R. D. Hill Co., Los Angeles, Cal., is making progress in the manufacture of toilet articles and family remedies, in which industry it embarked recently.

Value of wool powder puffs and a claim for nonimportation made by Henry Kayser & Fils, Inc., New York, figure in a decision by General Appraiser Hay, Board 3, September 11. He ruled that the smaller size and lower value than shown in the invoice made the importer's orly remedy an appeal for reappraisement. Protest overruled. Charles F. Abbott, for three years director of publicity and sales research for the National Aniline & Chemical Co., New York, has resigned. He has been active in promoting dye legislation and was a founder of the Salesmen's Association of the American Chemical Industry.

Two old established firms in Newark, N. I., have consolidated under the name of the Alexander Seidler Co., into which is merged the Meyer & Carmody Import Co., Inc. The capital stock of the new corporation is \$500,000 and the lines affected are drugs, chemicals and food products, but the manufacture of some toilet preparations is to be a feature. The works of the combined companies occupy a large area and railroad and other facilities are excellent. Frederick A. Haase has been made chief chemist of the reorganized establishment. Mr. Haase served for fourteen years as chemist for Austin Nichols & Co., New York, and has had other valuable experience. The production manager is Reuben von Lengerke. The officers of the company are President, Alexander Seidler; vice president and sales manager, Henry E. Wrensch, Ir.: vice president and treasures. Walter H. Albert; secretary, C. G. Whitford.

Mr. Seidler is director in various corporations and others in the corporation also are active in civic and trade affairs. Mr. von Lengerke was founder of the Federal Mills and is a grandson of Mr. Bauer, who introduced the prepared mustard industry into this country.

Georges Acuna, vice president, Pierre Lemoine Cie., Inc., essential oils, 294 Pearl street, New York City, sailed on the France, September 25 for a month's stay abroad Mr. Acuna will combine business with pleasure and plans to visit Grasse as well as the larger cities on the continent.

W. J. Farrell, cork manufacturer, this city, filed a voluntary petition in bankruptcy in the Federal Court recently. He placed his liabilities at \$2,185,961 and assets at \$575,600.

George S. Fowler, of Colgate & Co., New York, was one of the speakers on sales and advertising problems at a luncheon given by the All-Fiction Field at the Yale Club in this city on September 26.

Continental Drug Co., St. Louis, has begun an advertising campaign for its Hau Ton toilet preparations.

Kolynos Co. has adopted a simple and effective way of combating propaganda against cosmetics by printing its formula for tooth paste in current advertisements.

Heyden Chemical Co. of America has moved its New York sales and executive offices to 80 Fifth avenue.

Wanamaker Beauty School, Manhattan Borough, New York, has increased its capital stock from \$10,000 to \$20,000.

Gould Co., manufacturer of toilet novelties, 415 Willis avenue, New York, has gone into bankruptcy, with Lloyd Garrison as receiver. Tiabilities are reported to be \$7.500 and assets about \$1.500



H. W. Eddy, the "Bond Man," of St. Louis, has sent out bulletins to permittees under the federal prohibition non-beverage spirits regulations in which he warns them not to act prematurely in complying with Treasury Decision 3398, which becomes effective December 2, and requires new bonds. Mr. Eddy maintains a service bureau for the benefit of bond holders and offers to elucidate their problems.

Mr. Eddy calls attention to the large amount of alcohol wasted annually in making preparations in which the percolation process is used and suggests to patrons of his service that this can be avoided by the use of a still. He is willing to provide information to firms that may be interested on receipt of an inquiry from them.

The new S-cent Roosevelt postage stamp will be available on Oct. 27, the birthday of Theodore Roosevelt. The sale of the new 50-cent stamp with a picture of the Arlington Amphitheatre and the tomb of the Unknown Soldier begins Nov. 11. The new 11-cent postage stamp of peacock blue color, with the portrait of Rutherford B. Hayes, already is on sale. In the new series the 13-cent stamp has been dropped, and 14-cent and 25-cent stamps have been added.

Warren Soap Mfg. Co., 77 Summer street, Boston, is putting out a new product to be used as a coating on iron and steel to prevent rust.

Charles M. Young, 27 Euclid avenue, Binghamton, N. Y., has filed a certificate to manufacture soaps under the name of the Interstate Trading Co.

- W. P. Martin, of Spencer Kellogg & Sons, has been elected an associate member of the New York Produce Exchange.
- F. H. Wheaton, of the T. C. Wheaton Co., glass bottle blowers, Millville, N. J., was a recent visitor to the trade in New York City.
- V. Vivaudou, Inc., perfumes, New York, has arranged with the U. S. Industrial Alcohol Co., for the distribution of the product "Alco-rub" on the Pacific Coast.

#### **NEW INCORPORATIONS**

(Our readers who may wish to take advantage of this department are advised that it is desirable to write, not send circulars, to more than one of the names mentioned in the incorporations. Except in the case of the incorporation of old firms, the postal people may have no ready reference for addresses of new business enterprises.)

Tarozo Manicure Novelty Co., Manhattan Borough, New York City, \$10,000 capital stock, has been incorporated by F. Levine, M. and J. Rosoff. (Attorney, L. E. Greenberg, 132 Nassau street.)

Waxene Mfg. Corp., Bloomington, Ind., waxes, polishes, etc., \$60,000 capital stock, has been incorporated by H. M. Wood, O. H. Cravens and J. E. P. Holland.

Odelux Perfume Co., \$100,000 capital stock, has been incorporated in Delaware by F. H. Butehorn, Thomas E.

Halle, Robert A. MacLean, Brooklyn, N. Y. (Corpore: Trust Co. of America.)

Mutual Perfumery Co., Brooklyn, N. Y., \$5,000 = stock, has been incorporated by J. A. Canal, F. P. I. nocchio. (Attorney, T. J. Wall, 27 Cedar street.)

Nelli, Manhattan Borough, New York City, bearty ture, \$10,000 capital stock, has been incorporated by Nelli, E. S. Schary, R. Seydel. (Attorneys, Ser. Frankel, 358 Fifth avenue.)

Vito Products Corp., Bronx Borough, New York massaging preparations, \$5,000 capital stock, has been corporated by A. Dicarlo, F. Larosa, L. Samperi, torneys, Glaze & Fine, 27 Broadway.)

Prestonettes, Inc., New York, general import and expusiness between the United States and other courses \$400,000 capital stock, has been incorporated in Delawari

Orient Products Co., Wilmington, toilet articles, \$50.00 capital stock, has been incorporated in Delaware. (Color. Charter Co.)

Dermophile Products Co., Manhattan Borough, M. York City, toilet preparations, 500 shares preferred still \$100 each, and 500 common, no par value, with \$50 each, and 500 common, no par value, with \$50 each, and 500 common, no par value, with \$50 each, and 500 common, no par value, with \$50 each, and 500 common, no par value, with \$50 each, and 500 common, no par value, with \$50 each, and 500 common, no par value, with \$50 each, and 500 common, no par value, with \$50 each, and 500 common, no par value, with \$50 each, and 500 common, no par value, with \$50 each, and 500 common, no par value, with \$50 each, and 500 common, no par value, with \$50 each, and 500 common, no par value, with \$50 each, and 500 common, no par value, with \$50 each, and 500 common, no par value, with \$50 each, and 500 common, no par value, with \$50 each, and 500 common, no par value, with \$50 each, and \$50 each, and 500 common, no par value, with \$50 each, and \$50 each,

Indianapolis Soap Co., Indianapolis, Ind., \$500 capt. has been incorporated by Jesse M. Daily, Sidney F Da Maud S. Daily.

Z. G. V. Chemical Co., Kearny, N. J., soaps, \$75,000 cpital stock, has been incorporated by John E. Zellers, Love A. Grant and Robert V. Van Order.

Scholze Soap & Fertilizer Co., Chattanooga, Tenn., \$13-000 capital stock, has been incorporated by H. A. Scholz president: Robert Stahl, vice-president, and John N. Klersecretary and treasurer.

Lady Esther Co., Chicago, to make toilet preparatives. \$400,000 capital stock, has been incorporated in Illinois

Replaceable Tooth Brush Co., manufacture, \$500,000 capital stock, has been incorporated in Delaware by Samuel Roat, Harry B. Cochran, Solomon I. Rost. Pittsburgh. (U. S. Corporation Co.)

Watkins Chemical Co., Wilmington, manufacture toilet articles, \$200,000 capital stock, has been incorporated for clients by the Delaware Registration Trust Co.

Tarratine Mfg Co., Bangor, Maine, soaps, \$96.00 capital stock, has been incorporated by Hugh H. Hanson, president; Mary W. Murray, treasurer; Myrtie F. Veasie, clerk.

Mariella Perfumes, Manhattan Borough, New York City, \$50,000 capital stock, has been incorporated by J. and J. Mariella. (Attorney, J. S. Klein, 110 West 47th street.)

Research Extract Corp., manufacture. \$100,000 capital stock, has been incorporated by Melvin DeGroote. Esther G. DeGroote, Arthur Grossman, Pittsburgh, Pa. (Corporation Trust Co. of Delaware.)

Charmglo, Manhattan Borough, New York City, perfumes and indse., \$5,000 capital stock, has been incorporated by M. R. Gow, J. H. Bulin, Jr. (Attorney, A. F. Upson, 30 Church St.)

French Products Mfg Co., Los Angeles, Cal., toilet articles, chemicals, etc., \$75,000 capital stock, has been incorporated in California.

# NEW PRICE LISTS, PUBLICATIONS, ETC.

BROKE FRITZSCHE BROTHERS, INC., 82 Beekman street, New York of by We have received the October wholesale price list of es-Wall 2 stial oils, aromatic chemicals, fruit and other flavors, b. New lors for foods, pomades and soap, as well as other prod-last between the stock of oil lavorded der flowers, Barrême.

MORANA INCORPORATED, 118 East 27th street, New York, it is issued a reprint of the Tariff Act of 1922, entitled "How is is issued a reprint of the Tariff Act of 1922, entitled "How is is issued a reprint of the Tariff Act of 1922, entitled "How is issued a reprint of the Tariff Act of 1922, entitled "How is issued a reprint of the Company by the Tariff Affects the Toilet Goods Industry," copies I which may be had on application to the company by the Tariff Affects the Toilet Goods Industry," copies I which may be had on application to the company by the Tariff Affects the Toilet Goods Industry," copies have been subject. The amphlet is attractively printed, on Morana paper and in the Affects the Toilet Goods Industry," copies have been subject of the company has the Tariff Act of 1922, entitled "How is issued a reprint of the Tariff Act of 1922, entitled "How is issued a reprint of the Tariff Act of 1922, entitled "How is issued a reprint of the Tariff Act of 1922, entitled "How is issued a reprint of the Tariff Act of 1922, entitled "How is issued a reprint of the Tariff Act of 1922, entitled "How is issued a reprint of the Tariff Act of 1922, entitled "How is issued a reprint of the Tariff Act of 1922, entitled "How is issued a reprint of the Tariff Act of 1922, entitled "How is issued a reprint of the Tariff Act of 1922, entitled "How is issued as reprint of the Tariff Act of 1922, entitled "How is issued as reprint of the Tariff Act of 1922, entitled "How is issued as reprint of the Tariff Act of 1922, entitled "How is issued as reprint of the Tariff Act of 1922, entitled "How is issued as reprint of the Tariff Act of 1922, entitled "How is issued as reprint of 1922, entitled "How is issued as reprint of the Tariff Act of 1922, entitled "How is issued as reprint of the Tariff Act of 1922, entitled "How is issued as reprint of the Tariff Act of 1922, entitled "How is issued as reprint of the Tariff Act of 1922, entitled "How is issued as reprint of the Tariff Act of 1922, entitled "How is issued as reprint o

HILDA LEE, Sun Building, Lowell, Mass., supplies us with a neat little booklet giving a price list of the Hilda Lee White Orchid toilet requisites.

M. W. Parsons, Plymouth Organic Laboratories, 55 Ann street, New York, has issued an informative list regarding medicinal white mineral oils, cold cream oils, cosmetic oils, petrolatums, paraffines, waxes, etc., including the Plymouth stearatite, which can be had on application by mail or otherwise.

CHAS. COOPER & Co., 194 Worth street, New York, manufacturing chemists and importers, have issued their price list of chemicals for the month of October.

STAFFORD ALLEN & SONS, LTD., London, Eng., Ungerer & Co., 124 West 19th street, New York, American representative.—September wholesale price list for essential oils, chemicals, synthetics and sundries, including the Allen Oleoresins and other Allen specialties, is received. The list is complete and comprehensive, as customary.

DODGE & OLCOTT Co., 87 Fulton street, New York, has issued a new wholesale price list, dated September 21, quoting essential oils, drugs, chemicals, flavors, colors and other materials for perfumers, soap manufacturers and flavoring extract makers in convenient form. Seven illustrations of the firm's own vanilla plantations in Mexico and Guadeloupe add to the interest of the booklet, which contains twenty-four pages.

#### BOOK REVIEWS

Purchasing, Its Principles and Practices. John C. Dinsmore, Ph. B. Octavo 6 x 9 inches. 292 pages. Flexible leather, maroon covers. Prentice-Hall, Inc., New York City. Price \$6.00.

The author is purchasing agent for the University of Chicago and is treasurer of the Purchasing Agents' Association of Chicago. An idea of the contents may be had from an examination of the following chapter headings: Factors in Price Changes, A Typical Purchasing Department, Qualifications for Success, Ethics of the Profession, Mechanics of the Profession, Modern Catalogues and Files, Relation to Other Departments, Function of Specifications, Testing of Materials, Stores Equipment and Functions, Purchase and Care of Office Equipment, Budget Control of Purchases by Detailed Estimates, Problems in Purchasing Lumber, Paper Supplies Used in Creamery Industry, Purchasing Automobile Tires, Textile Purchasing Difficult, Purchasing of Advertising, Problems in Copper and Brass,

Purchase of Machinery and Mine Equipment, Coal for Steam and Heating, Coal Analysis, Technique of Coal Storing, Problems in Steel Buying, Modern Foundry Supplies, Chicago Elevated, Stores Department, Salvage Now a Science, Progress in Cooperative Buying, Nostrums and Fancy Names, Practical Problems for Solution and Index.

VAN NOSTRAND'S CHEMICAL ANNUAL. Edited by John C. Olsen, A. M., Ph. D. Octavo 5 x 7½ inches. 900 pages. Maroon leather flexible covers. Fifth issue, 1922. D. Van Nostrand Co., New York City. Price \$4.00.

The new 1922 issue of this work has been enlarged, revised, corrected and carefully indexed for quick reference. The book includes 125 complete tables likely to be of use to the chemist in his daily work. The purpose of the book is to supply in convenient form the information that a chemist and student must use daily, yet which he cannot retain in his memory. An idea of the contents of the book may be had from an examination of the following groups of tables and data: Calculation of Volumetric Analyses, Specific Gravity Tables, Alcohol Tables of the Bureau of Standards, Vapor Tension Tables, Equivalents of Weights and Measures, Thermochemistry, and Stoichiometry.

"Bloc-Adresses": Parfumerie, Savonnerie Fine, Coiffure.
Articles De Toillette. E. Chabanier, Editor. Octavo
6 x 9½ inches. 499 pages. Paper covers, Paris,
France, 1922, Price 20 francs.

This directory of companies engaged in the perfumery, toilet soaps, hairdressing and toilet articles industries is printed in French. It is conveniently divided into three parts. The first part gives names of manufactures classified under the products which they manufacture. All of the chemical products, essential oils, etc., obtainable are listed in an alphabetical arrangement. The second part is an insert in pink and lists manufactured products as distinguished from raw materials. In this classification such articles as hair-brushes, depilatories, razors and a host of kindred products are listed. Part three records importers, exporters, commission houses and various classifications of retail establishments. The book is carefully indexed.

#### New and Popular Radio Books

RADIO HOOK-UPS, by M. B. Sleeper. Price 75 cents. RADIO DESIGN DATA, by M. B. Sleeper. Price 75 cents.

CONSTRUCTION OF NEW TYPE ATLANTIC RECEIVING SET, by M. B. Sleeper. Price 75 cents.

CONSTRUCTION OF RADIOPHONE AND TELEGRAPH RECEIVERS FOR BEGINNERS, by M. B. Sleeper. Price 75 cents. How to Make Commercial Type Radio Apparatus.

Wireless Telegraphy and Telephony, by A. P. Morgan; \$1.50.

A B C OF VACUUM TUBES USED IN RADIO RECEPTION, by E. H. Lewis. Price \$1.00.

EXPERIMENTAL WIRELESS STATIONS, P. E. Edelman, \$3. RADIO EXPERIMENTERS' HANDBOOK, M. B. Sleeper, \$1.

The above series of nine books published by the Norman W. Henley Publishing Company, 2 West 45th street, are standard popular priced and up-to-date books which deal with their respective subjects in a practical manner and are written so that the novice and amateur experimenter alike can understand them and make use of the information contained in them. These books, the contents of which are

well indicated by the titles, form a very valuable library for those who have just become interested in radio, as well as the experimenter.

CHEMICAL Engineering Catalog. Quarto 9 x 12 inches. 1.187 pages. Imitation brown leather, flexible covers. Chemical Catalog Co., Inc., New York City, 1922. Price, leased at \$2.00 for the period of one year to those included in approved classification.

The seventh annual edition of this werk gives corrected condensed and standardized catalogue data of equipment, machinery, laboratory supplies, heavy and fine chemicals and raw materials used in the industries employing chemical processes of manufacture. In addition there is a general directory of such equipment and materials classified and cross-indexed and there is a technical and scientific book section. The classified directory of equipment and material lists manufacturers under each product made. There are 220 pages in this section. Following this, detailed catalogue data are given in 833 pages. The alphabetical arrangement which is followed in all classifications makes it easy to locate anything which falls within the scope of the book.

# IN MEMORIAM FOR DEPARTED FRIENDS

BLACK, Ross W., pioneer in barbers' supplies and perfumery business, Pittsburgh, Pa., October, 1913.

KILLEEN, EDWARD VINCENT, JR., son of E. V. Killeen, vice-president of George Lueders & Co., died in the service of his country, October, 1918.

MACHESKI, WM. J., with American Can Co., New York, killed in action in France, October, 1918.

MENNEN, MRS. ELMA C., president of the Mennen Chemical Co., Newark, N. J., October, 1917.

MONTALAND, LOUIS, of Montaland, Seve, Lefevre & Co., Hyeres, France, died in the service, October, 1918.

UMNEY, JOHN CHARLES, F. C. S., Ph.C., editor, author and essential oil authority, London, Eng., October, 1919.

WEBB, JAMES A., of James A. Webb & Sons, cologne spirits, New York City, October, 1910.

WEINGARTNER, FDWARD, president of the Arabol Manufacturing Co., New York, October, 1917.

# John T. Robertson

John T. Robertson, veteran Connecticut soap manufacturer, died September 16 on the White Star Imer Olympic while on his way home from a two months' trip to Europe, with his daughter. Miss Grace Robertson. He had gone abroad in the hope of regaining his failing health.

Mr. Robertson was born in Glastonbury, Conn., Jamuary 14, 1855, and after being educated in an academy and a business college, entered the employ of the J. B. Williams Co. Later he began the manufacture of toilet and shaving soaps and perfected the mineral seouring soap Bon Ami. In 1891 he incorperated the J. T. Robertson Soap Co., Manchester, Conn. Mr. Robertson, besides being president of the company bearing his name, was head of the Oriord Soap Co. anda director of the Bon Ami Co., New York. He also was an organizer and officer of the Manchester Trust Co. The Robertson soap business was built up by him from a very small beginning, and is now one of the largest plants in Hartford County, with additions being built. He was interested in soap manufacturing in Syracuse and in Montreal. Can. Manchester has been the bene-

ticiary of his philanthropy many times, his most recent contribution being children's playgrounds. He leaves his daughter and two sons, William and Herbert Robertson, who were associated with him in the Orford company.

#### Obituary Notes

Anthony Will, president of the Will & Baumer Co., Inc., candle makers, Syracuse, N. Y., died of heart trouble while playing golf on the links of the Onondaga Golf and Country Club September 17. He was fifty-eight years old. Mr. Will had been married twice. His first wife, Mrs. Mathilda Will, died in 1911, leaving two sons, Harold H., now of New York, a branch manager of the candle company, and Louis Will. His second wife, Mrs. Arlene Ingham Will. survives him, as do his two brothers, Louis, former Mayor of Syracuse, and Albert J. Will.

Dr. J. Fleming White, long consulting chemist for the General Chemical Co., died at his home in Buffalo, September 25, aged seventy-three years.

William C. Allen, general manager of the Tarrant Co., manufacturing chemists, this city, died at his home in Brooklyn, September 24 from injuries received when he was struck by an automobile. He was born in 1844, and started with the Tarrant Co. fifty years ago as a bookkeeper.

Theodore S. Hughes, for years prominent in the chemical, dyestuffs and soap industries in New England, died September 30 at Johnston, R. I., in his seventieth year. He had been a State Senator and held other offices.

Frank S. Washburn, formerly president of the American Cyanamid Co., New York, died October 9 at his home in Rye, N. Y.

Friends of Doane Hage, of the Arthur Colton Co., this city, will sympathize with him in the death of his wife, Mrs. Helen Louise Hage, after a lingering illness, in St. Joseph's Hospital. They were married at Petersburg, Va., June 20, 1917, and a son, Doane, Jr., sixteen months old, also survives, besides Mrs. Hage's parents and two brothers, who live at Petersburg. Mrs. Hage, who was only 27, was taken ill in January, 1921, and despite everything that could be done, she gradually grew worse. The Rev. H. G. Willis, of St. Ann's Episcopal Church, officiated at the funeral on October 4. Interment was in Woodlawn

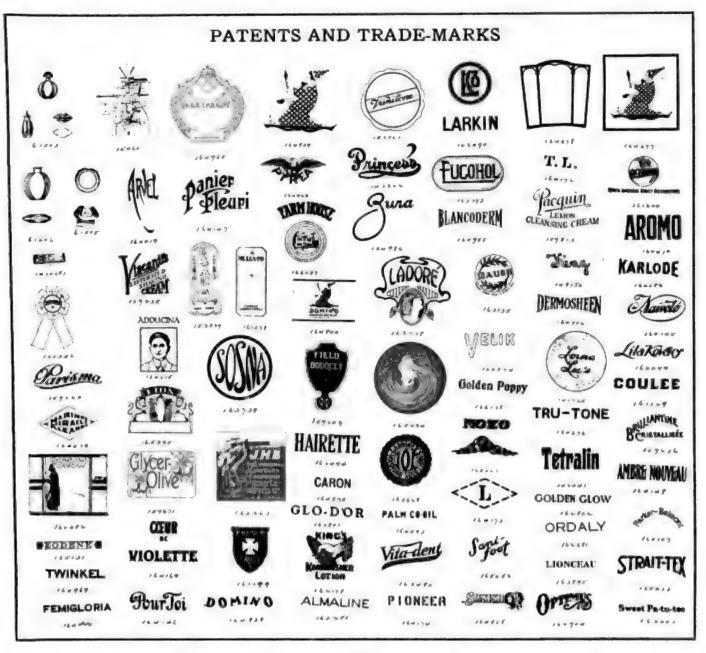
# New Counterfeit \$5 Note

New counterfeit \$5 note is on the Federal Reserve Bank of New York; check letter "A"; no face plate number; back plate No. 1554; series of 1914; A. W. Mellon, secretary of the Treasury; Frank White, Treasurer of the United States; portrait of Lincoln. It is a photo-mechanical production on two pieces of paper hearing red and blue ink lines to imitate the silk fibre of the genume. The serial number of the specimen is R2935979B. The general appearance is darker than the genume, and especially the back, which is a very heavy print. It is a fairly deceptive counterfeit.

## A Message of "Good Luck"

(Seiffert Cosmetic Co., Manufacturers of Toilet Preparations, 2258 North Montice Co. Avenue, Cheego, III.)

We could not see our way clear without The American Perfumer & Essection On Review Good luck to you.



## NOTE TO READERS

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to PATENT AND TRADE-MARK DEPT.,

PATENT AND TRADE-MARK DEPT.,
Perfumer Pub. Co. 14 Cliff St., New York.

#### News Permeates Every Page.

The text pages of the American Perfumer and Essential Oil Review do not contain all of the news. You must read the advertising pages also to get the full benefit.

# Superdelicate Scales

A scale upon which one six-hundred-millionth of a grain may be measured has been invented by Hans Petterson, according to a London cable to the Brooklyn Eagle.

# TRADE-MARK REGISTRATIONS APPLIED FOR (Act of Feb. 20, 1905.)

141,725.—Lorna Levy, New York, N. Y. (Filed Dec. 31, 1920. Used since Dec. 15, 1920.)—Hair Salve.

142,041.—Tetralin-G. M. G. H., Berlin, Germany. (Filed Jan. 10, 1921. Used since Dec. 12, 1906.)—Soap in Solid, Powdered, Liquid, or other Form.

143,322.—The Klinker Manufacturing Co., doing business as Princess Laboratories, Cleveland, Ohio. (Filed Feb. 8, 1921. Used since August, 1918.)—Cold Cream, Vanishing Cream, Peroxide Cream, Witch-Hazel Cream, Cucumber Cream, Coco-Butter Cream, Coconut-Oil Shampoo, Tar Shampoo, Quinine Hair Tonic; Extract Vegetal, Benzoin, and Almond Lotion; and Violet and Witch-Hazel.

146,490.—Larkin Co., Inc., Buffalo, N. Y. (Filed Apr. 21, 1921. Used since Jan. 1, 1906.)—Soap in Cake, Stick, Liquid Powder, Flake, Chip, and Paste Form; Polish in Liquid, Paste, and Powdered Form for Shoes, Metal, Silver, and Stoves; Washing Tablets, Naphtha Washing Compound, Scouring Paste, Glassware-Cleaning Powder, Scouring Powder, Cleaning Paste, Liquid Dry Cleaner, Wall-Paper Cleaner, Glove Cleaner, Liquid Shoe Dressing, Lens Wash, and Razor Strops, Sanitary Cleaner for Water-Closets, Shaving Soap Paste, Chemical Windshield Cleaner, and Electrochemical Silver Cleaner.

148,150,—The Andrew Jergens Co., Cincinnati, Ohio, (Filed May 24, 1921. Used since 1892.)—Soap.

150,874.—Pompilio Micheli, Brooklyn, N. Y. (Filed July

23, 1921. Used since July 18, 1921.)—Soaps.
153,563.—Alfred H. Posselt, Boundbrook, N. J. (Filed Sept. 30, 1921. Used since May 16, 1921.)—Toilet Preparations-viz, Nail Tint and Enamel; Nail Polish, Paste, and Powder; Nail Bleach and Cuticle Remover; and Skin

Cream, Lotion, and Jelly.

153.829.—Mary L. Steel, New York, N. Y. (Filed Oct. 6, 1921. Used since May 1, 1918.)—Toilet Preparations and Cosmetics.—Namely, Cleansing Cream for the Skin, Tisand Cosmetics.—Namely, Cleansing Cream for the Skin, Cuantification of the Skin, Cuantificati sue Builder for the Skin, Refining Cream for the Skin, Cu-cumber Lotion, Muscle Oil, Face Tonic, Face Mould Skin Bleach, Talcum Powder, Face Powder, Body Powder, Rouge, Lip Sticks, Eyebrow Pencils, Eyelash Pencils, Mascara, Facial Creams, Astringent Creams, Eye Lotions, Bleach Mould, Home-Treatment Box (Containing Certain of the Foregoing Articles, All Intended to Preserve and Beautify the Skin), Gardenia Balm.

159,220.—Parisian Imports, Inc., Detroit, Mich. (Filed Feb. 11, 1922. Used since Jan. 12, 1922).—Face cream and

face powder.

159,671.—West Coast Soap Co., Oakland, Calif. (Filed Feb. 21, 1922. Used since July 26, 1921.)—Toilet Soap. 159,813.—Pacquin, Inc., New York, N. Y. (Filed Feb. 25, 1922. Used since Feb. 15, 1921.)—Skin-Cleansing Tonic

and Massage Cream.

160,019.—Marinello Co., La Crosse, Wis. (Filed Mar. 1, 1922. Used since July, 1919.)—Powder for the Skin, Toilet

Water, and Perfume.

160,586.—Leonard R. Carley, Watertown, Conn. (Filed Mar. 13, 1922. Used since Dec. 20, 1921.)—Talcum, Face Powder, Foot Powder, Cold Cream, Cleansing Cream, Rose Water and Glycerine, Toilet Water, Tooth Paste, Bath Powders or Salts, Water Glass.

161,129.—J. J. Hogan, Incorporated, La Crosse, Wis. (Filed Mar. 23, 1922. Used since July 27, 1921.)—Food Flavoring Extracts.

Flavoring Extracts.

161,538.—Marshall Field & Co., Chicago, Ill. Mar, 31, 1922. Used since December, 1919.)—Shampoo. 161,599.—Twentieth Century Laboratories, Chicago, Ill. (Filed Mar, 31, 1922. Used since July 20, 1921.)—Dental

Paste, Dandruff and Hair Liquid.

161,600.-Samuel Frederick Von Schuetz, doing business as North American Honey Distributors, Council Bluffs, Iowa. (Filed Mar. 31, 1922. Used since 1919.)—Beeswax. Council Bluffs. 162,082.—West Coast Spap Co., Oakland, Calif. (Filed Apr. 10, 1922. Used since Sept. 21, 1921.)—Soap Powder. 162,178.—King & Stallkamp, Delphos Ohio. (Filed Apr. 12, 1922. Used since Jan. 1, 1922.)—Hand Lotion.

162,494.—John B. Montgomery, doing business as Hairette Remedy Co., Los Angeles, Calif. (Filed Apr. 18, 1922. Used since Aug. 3, 1919.)—Liquid Hair Tonic. 162,681.—The Lilly Springer Co., Los Angeles, Calif. (Filed Apr. 21, 1922. Used since Apr. 12, 1922.)—Face

Creams and Hand Lotions.

162,801.—Condé Perfumer, New York, N. Y. Apr. 24, 1922. Used since Mar. 30, 1922.)—Face Powders, Face Creams, Perfumes, Toilet Waters, Rouges, Hair Tonics, Hair Oils, Dentifrices, Tooth Powders, Nail Polishes, Decomposed Lebesteries, and Sachet Powders.

162,802.—Commercial Laboratories, Inc., Newark, N. J. (Filed Apr. 24, 1922. Used since Mar. 8, 1922.)—Face Powders, Face Creams, Perfumes, Toilet Waters, Rouges, Hair Tonics, Hair Oils, Dentifrices, Tooth Powders, Nail Polishes, Deodorizing Preparations, and Sachet Powders.

162,904.—Stewart & Holmes Drug Co., Seattle, Wash. (Filed Apr. 25, 1922. Used since Jan. 1, 1908.)—Cold Cream for the Face and Hands, Liquid Preparation to be Used as a Substitute for Face Powder, Brilliantine for the Hair and Beard, Bay Rum, Witch-Hazel Cream for the Hands and Face, Liquid Depilatories, Shampoo Preparations and for Use in Removing Dandruff.

and for Use in Removing Dandruff.

163,135.—Sarah E. Baugh, St. Louis, Mo. (Filed May 1, 1922. Used since Feb. 9, 1921.)—Hair Grower, Hair Glossitine, Hair Tonic, Face Creams, Face Powders, Cough Sirup, Healing Creams, Vanishing Creams, Cleansing Creams, Massage Creams, and Hair Shampoo.

163,285.—Alma Crews Reed, Los Angeles, Calif. (Filed May 3, 1922.) Used since Feb. 1, 1922.) Hair Creams

May 3, 1922. Used since Feb. 1, 1922.)—Hair Grower.

163,393.—Gimbel Brothers, New York, N. Y. (Filed May 5, 1922. Used since Jan. 6, 1922.)—Rubbing Lotion.

163,480.—Universal Laboratories, Inc., Harrisburg, Pa. (Filed May 6, 1921. Used since Jan. 1, 1922.)—Mouth Washes.

163,628.—Gardiner Manufacturing Co., Inc., Niagara Falls, N. Y. (Filed May 10, 1922. Used since Apr. 1. 1920.)—Washing Solution.

163.738.—Joseph Caplan, doing business as the Ladore Perfumery Co., New York, N. Y. (Filed May 12, 1922 Used since Apr., 1922.)—Lemon Cream, Brilliantine Freckle Cream, Rouge, Bleaching Cream, and Depilatory and Greaseless Cream, Known as Hairmown and Fan Cream.

163,739.—Joseph Caplan, doing business as The Ladore Perfumery Co., New York, N. Y. Filed May 12, 1922 Used since Apr. 1, 1922.)—Liquid Complexion Powder, Harr Tonic, Astringent Shampoo, Skin Tonic, and Skin Lotion

163,895.—S. S. Pierce Co., Boston, Mass. (Filed May 15. 1922. Used since Sept. 1, 1920.)—Cold Cream, Lemon Cream, Nodor (Deodorant Cream) Rose-Water and Glycer-Witch-Hazel, Violet Ammonia, Face Powder, Rouge and Lemon Lotion,

164,079.—Specialty Sales Co., Sioux Falls, S. Dak. (Filed May 18, 1922.) Used since Jan. 1, 1922.)—Liquid and Paste

Soaps.

164,145.—Harriet Hubbard Ayer, New York, N. Y (Filed May 20, 1922. Used since Feb. 15, 1922.)—Per-

164,146.—Harriet Hubbard Ayer, New York, N. Y. (Filed May 20, 1922. Used since Feb. 15, 1922.)—Perfumes, 164,147.—Harriet Hubbard Ayer, New York, N. Y. (Filed May 20, 1922. Used since Feb. 15, 1922.)—Per-

164,148.—Harriet Hubbard Ayer, New York, N. Y. (Filed May 20, 1922. Used since Feb. 15, 1922.)—Per-

164,149.—Harriet Hubbard Ayer, New York, N. Y (Filed May 20, 1922. Used since May 1, 1914.)—Toilet Soap.

164.172.—Theodor Leonhard Wax Co., Paterson, N. J (Filed May 20, 1922, under ten year proviso. Used since 1852.)—Beeswax.

164,173.-Theodor Leonhard Wax Co., Paterson, N. J. (Filed May 20, 1922, under ten year proviso. Used since 1852.)—Beeswax.

164,174.—Theodor Leonhard Wax Co., Paterson, N. J.

(Filed May 20, 1922, under ten year proviso, Used since 1852.) - Beeswax.

164,215.—Angelo Adduci, Pittsburgh, Pa. (Filed May 22. 1922. Used since Jan. 19, 1922.)—Hair Invigorator and

164,470.—William M. Thompson, Red Bank, N. J. (Filed lay 24, 1922. Used since Nov. 1, 1922).—Dental Cream. 164,593.—Holman Soap Co., Chicago, Ill. (Filed May 27, Used since March, 1922.)—Toilet Soap. (Filed May 24, 1922.

1922.

164,676.—Marguerite Sullivan, doing business as Domino House, Philadelphia, Pa. (Filed May 29, 1922. Used since Feb. 20, 1922.)—Facial and Toilet Preparations—namely. Powder and Liquid Tonics for Treating the Hair and Scalp.

164,677.—Marguerite Sullivan, doing business as Domino House, Philadelphia, Pa. (Filed May 29, 1922. Used since Feb. 1, 1922.) - Facial and Toilet Preparations-Namely. Toilet Powder.

164,678.—Marguerite Sullivan, doing business as Domino House, Philadelphia, Pa. (Filed May 29, 1922. Used since Feb. 1, 1922.)—Facial and Toilet Preparations—Namely, Toilet Cream.

164,838. Marguerite Sullivan, doing business as Domino House, Philadelphia, Pa. (Filed June 2, 1922. Used since Jan. 31, 1922.) -- Facial and Toilet Preparations-Namely.

Complexion Clay, 164,839.—Marguerite Sullivan, doing business as Domino House, Philadelphia, Pa. (Filed June 2, 1922. Used since Jan. 31, 1922.)—Facial and Toilet Preparations—Namely,

Complexion Clay,

164.840.—Marguerite Sullivan, doing business as Domino House, Philadelphia, Pa. (Filed June 2, 1922. Used since Jan. 31, 1922.)—Facial and Toilet Preparations—Namely, Complexion Clay,

164,858.—Peter H. Brady, doing business as The Somish Laboratories, Spokane, Wash. (Filed June 3, 1922. Used since Mar. 8, 1922.)—Dental Cream.

164,875.—Ernest Daltroff, Paris, France. (Filed June 3, 1922. Used since 1905.)—Perfume, Toilet Water, Rouges, Face Powder, Talcum Powder, Brilliantine, and Denti-

164,929.—John G. Leftwich, doing business as Pyrea Chemical Co., St. Joseph, Mo. (Filed June 3, 1922. Used since June 17, 1915.)—Tooth Paste.

164,956.—Henri Rigaud, doing business as Rigaud, Paris, France, and New York, N. Y. (Filed June 3, 1922. Used

since 1920.)—Hand Lotion.

164,965.—Henri Rigaud, doing business as Rigaud, Paris, France, and New York, N. Y. (Filed June 3, 1922. Used since 1914.)—Perfume, Toilet Water, Face Powder, Rouge. Face Creams, Sachet, and Talcum Powder.

Face Creams, Sachet, and Talcum Powder.

164,969.—William R. Smith, doing business as Femigloria Laboratories, New York, N. Y. (Filed June 3, 1922. Used since Mar. 15, 1922.)—Face Powders, Face Creams, Perfumes, Toilet Waters, Rouges, Hair Tonics, Hair Oils, Dentifrices, Tooth Powders, Nail Polishes, Deodorizing Preparations, and Sachet Powders.

164,970.—William R. Smith, doing business as Femigloria Laboratories, New York, N. Y. (Filed June 3, 1922. Used since Mar. 15, 1922.)—Face Powders, Face Creams, Perfumes, Toilet Waters, Rouges, Hair Tonics, Hair Oils, Dentifrices, Tooth Powders, Nail Polishes, Deodorizing Preparations, and Sachet Powders,

164,986.—Zura, Inc., Chicago, Ill. (Filed June 3, 1922.

Preparations, and Sachet Powders.

164,986.—Zura, Inc., Chicago, Ill. (Filed June 3, 1922.

Used since May 20, 1922.)—Cosmetics—viz., Hair Tonic,

Hair Straightener, Hair Gloss, and Eczema Ointment.

164,995.—Henri Rigaud, doing business as Rigaud, Paris

France, and New York, N. Y. (Filed June 3, 1922. Used since 1920.)—Liquid Face and Toilet Powder.

165,003.—Badger Foot Powder Co., Milwaukee, Wis.

(Filed June 5, 1922. Used since May 23, 1922.)—Foot

165,027.—Levite Manufacturing Co., Dothan, Ala, (Filed June 5, 1922.) Used since Feb. 6, 1922.)—Tonic to be Applied to the Human Scalp and as a Tonic and a Dressing for the Human Hair.

165,033.- Jennie M. Proctor, doing business as the Strait-

Tex Chemical Co., Pittsburgh, Pa. (Filed June 5, 1922.) Used since Feb. 24, 1922.)—Scalp and Hair Tonic. 165,052.—Aetna Products Co., Boston, Mass. (Filed June 6, 1922. Used since May 19, 1922.)—Preparations for the Prevention and Treatment of Unsanitary and Diseased Conditions of the Feet Conditions of the Feet,

165,094.—Eugene Schueller, Paris, France. (Filed June 6, 1922. Used since June, 1909.)—Hair Dyes and Colorings, Perfumes, Rouge, Lip Sticks, Toilet Powders, and Toilet

Creams.

165,131.—The Eodene Co., Fairmont, W. Va. (Filed June 7, 1922. Used since June 3, 1920.)—Tooth Paste.

165,263.—John H. Bonn, doing business as The J. H. B. Co., Sioux Falls, S. Dak. (Filed June 10, 1922. Used since May 1, 1922.)—Liquid and Paste Soaps and Cleaners.

165,395.—Joseph Lipson, doing business as Lion Hand Soap Co., Bristol, Conn. (Filed June 12, 1922. Used since September 1921.)—Soap

Soap Co., Bristol, Conn. (Filed June 12, 1922. Used since September, 1921.)—Soap.
165,556.—Edward G. Messing, doing business as Sho-Form Co., Buffalo, N. Y. (Filed June 15, 1922. Used since 1916.)—Animal Soft Soap.
166,097.—Reid, Murdoch & Co., Chicago, Ill. (Filed June 26, 1922. Used since August, 1900.)—Soaps and Scouring Powder. Designated Courses 26, 1922. Used since August, 1900.)—Soaps and Scouring Powder Designated Cleaner.

# TRADE-MARK REGISTRATIONS GRANTED (Act of Mar. 19, 1920.)

159,202.—Marshall Field & Co., Chicago, Ill. (Filed June 23, 1922. Serial No. 165,925. Used since October, 1920.)— Toilet Soap.

Toilet Soap.
159,235.—Henry Viscardi, New York, N. Y. (Filed July 27, 1921. Serial No. 151,027. Used since Mar. 25, 1921.)—Shaving Cream in the Nature of a Soap Paste.
159,236.—V. Vivaudou, Inc., New York, N. Y. (Filed Apr. 18, 1921. Serial No. 146,343. Used since Apr. 4, 1921.)
—Preparations for Producing a Glossy Effect Upon the Hair.

160,009.—Lila Kovacs, Pittsburgh, Pa. (Filed Mar. 8, 1922. Serial No. 160,355. Used since January, 1918.)—Liquid Hair Shampoo, Liquid Hand Lotion, Vanishing Cream, Cleansing Cream, Liquid Rouge, Brilliantine. 160,107.—Parker-Belmont & Co., Chicago, III. (Filed Apr. 21, 1922. Serial No. 162,694. Used since Dec. 27, 1920.)—Toilet Preparations—Namely, Rose Compact, and Beauty Cream

Beauty Cream.

#### PATENTS GRANTED

15,460. (Reissue.) Machine for Flling Bottles, etc. John F. Geyer, Philadelphia, Pa. Filed Mar. 27, 1922. Serial No. 547,251. Original No. 1,401,150, dated Dec. 27, 1921, Serial No. 189,304, filed Sept. 1, 1917. 38 Claims. (Cl. 226—95.)

1. A machine of the character described comprising endless conveyor means for progressing vessels to be filled; filling pump means over said conveyor means, with substantially horizontal cylinders, and with rotary control valve means with axis extending transversely of said conveyor means; and means for operating said conveyor, pump, and valve means in definite correlation with one another.

1.430,099. Soap. John R. Milson, Watertown, Mass., assignor to Pioneer Chemical Company, Revere, Mass., a Corporation of Massachusetts. Filed May 9, 1919. Serial No. 295,869. 3 Claims. (Ci. 87—5.)

1. A soap formed of a mixture of animal oil, petrolcum oil, an alkali, a sodium silicate, aluminum chloride

and water in suitable proportions.

1,430,683. Toilet Article. Jesse R. Powell, Chicago, Ill., assignor to Armour and Company, Chicago, Ill. a Corporation of Illinois. Filed May 16, 1921. Serial No. 470,068. 7 Claims. (Cl. 132—82.)

1. A toilet article comprising a cosmetic cake mounted upon a substantially non-resilient non-vitreous plaque of

compacted inert filler and binder.

## **DESIGNS PATENTED**

61,503. Bottle. John A. Maier, London, England, assignor to The Erasmic Company, Limited, Warrington. England, a Corporation of Great Britain. Filed Mar. 26, 1921. Serial No. 455,992. Term of patent 7

The ornamental design for a bottle, as shown.

61.505. Jar. Louis B. Newell, Baltimore, Md., assignor to Carr-Lowrey Glass Co., Baltimore, Md. Filed Jan. 7, 1922. Serial No. 99. Term of patent 7 years. The ornamental design for a jar, as shown.

61,506. Bottle. Louis B. Newell, Baltimore, Md., assignor to Carr-Lowrey Glass Co., Baltimore, Md. Filed Jan. 7, 1922. Serial No. 100. Term of patent 7

The ornamental design for a bottle, as shown.

#### Cuban Penalties for Trade-Mark Infringements

A proposal for more strict and equitable punishment of infringements of trade-mark rights, particularly in the improper use of branded receptacles, is embodied in a bill introduced in the Cuban Senate. Technically, it provides for modifications of article 287 of the Penal Code and

Article XII of the trade-mark law of August 21, 1884, The proposed revision of article 287 of the Penal Code provides that the maximum punishment shall be imposed only upon those who deliberately use receptacles, stamped with a trade-mark registered in the name of another person, in connection with the marketing of the same or similar goods. A slighter penalty is imposed on those who make such illegal use of a trade-mark in selling dissimilar merchandise.

A noteworthy change in the proposed revision of Article XII of the trade-mark law is the subjection of those who counterfeit or imitate a trade-mark, together with those who make commercial use of such mark, to criminal prosecution. This alteration places Article XII in closer agreement with article 287 of the Penal Code.



#### CEYLON

SOAP IMPORT DUTY RAISED.—Ceylon's new customs tariff, as finally adopted, increases the import duty on toilet soap from 7½ to 10 per cent ad valorem.

#### **CZECHOSLOVAKIA**

INCREASED FEE ON IMPORTED MIXED ETHER OILS.—By a decision of the Czechoslovakian Ministry of Commerce, effective August 15, 1922, the manipulation or handling fee on the importation of mixed ether oils has been increased to 5 per cent of the invoice price.

#### DOMINICA, WEST INDIES

BAY RUM DUTIES.—Customs Amendment Ordinance No. 10, 1922, has increased the import duties on rum and bay rum, the latter being raised to 11 shillings, 6 pence, an advance of 3 shillings. The British preferential is increased to 9 shillings.

#### FRANCE

GRASSE PERSONALS.—Two new arrivals have been welcomed warmly in this great garden of flowers. M. and Mme. Maurice Maubert announce the appearance of a little girl, who has been named Picrette. M. Maubert is joint owner of the firm of Pichelin Gilles & Maubert, Grasse.

M. and Mme. Jean Guichard are receiving congratulations on the advent of their son Georges. M. Guichard is one of the management of Roure-Bertrand Fils, at Grasse.

TRADE WITH AMERICA.—Exports invoiced at the consulates in France to go to the United States and insular possessions amounted in 1921 to \$598,443,204, as compared with \$468,022,771 in 1920, an increase of \$130,420,433. Perfumery and soap declared for export from Paris to the United States: 1920, \$12,165,236; 1921, \$14,120,026.

France's imports of perfumery and soap compared as follows: 1913, \$9,314,200; 1920, \$27,141,100; 1921, \$19,-229,800.

Exports of soaps and perfumery in tons included the following: To United States, 1913, 1,828; 1920, 2,206; 1921, 1,523. To Great Britain, 1913, 3,880; 1920, 1,781; 1921, 1,357. To Germany, 1913, 1,432; 1920, 1,569; 1921, 2,109.

#### FRANCE-ESTHONIA

COMMERCIAL TREATY.—By terms of the commercial treaty, which has just gone into effect, Esthonia grants to France most-favored-nation treatment for French products generally, and in addition considerable reductions from the present Esthonian tariff for certain products of special interest to France, including perfumery, cosmetics and toilet soap.

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## THE MARKET

# Essential Oils, Aromatic Chemicals, Etc.

Although it is impossible to discuss the essential oil lines excepting in terms of generalities, due to the difficulties of obtaining definite data on the condition of the various crops until the harvesting period is completed, practically all interests are agreed that there is a substantial definite betterment in marketing conditions. The direct effect of the passage of the McCumber-Fordney Tariff Act was to make for sharp disjointed fluctuations. There was a favorable increase in the volume of transactions, coincident with the comparatively low levels reached by upward of a dozen leading essential oil products which under the Underwood Tariff were assessed at 20 per cent, but which will now come in free of duty. Considerable speculation accompanied the enactment of the new tariff measure, but its passage removed for the time being at least, all uncertainties as to the status of the oils, so that the market profited not only from a better volume of business, but from the promise of an increased degree of stability at an early date.

All of the fluctuations seen in the essential oil line are not due to the new tariff and the firmness shown in a number of the oils has had a stimulating influence on the general market. Imports are said to be running at a record rate but the influence this will have on the market a few months hence can only be guessed. For the time being strong holders are not anxious to quote their goods, although the weaker speculative element in some instances have shown a willingness to sell as low as replacement cost.

Oil of geranium is about \$1.25 to \$1.75 a pound lower on spot, due undoubtedly to its presence on the tariff free list. Conditions in the primary market would indicate no weakness, however. Only 100 pounds of the Bourbon oil was offered to the American market it is understood and at 155 francs, against 132 francs previously. Foreign producers are not at all anxious to unload their product in this market as there appears to be excellent buying in evidence from Continental and other over-seas points. Boise de rose femmelle is 35 cents lower on removal of the tariff. Weakness in oil of rose has been more pronounced, a decline of close to \$1.75 an ounce featuring the market. There was a moderate amount of pressure to sell lavender as low as \$3 a pound and the spike at 75 cents.

Pronounced weakness has been seen in all of the principal citrus oils, notwithstanding advices from prominent Italian sources that the new lemon crop is decidedly smaller than the previous one, although stocks available abroad are adequate. Lowering of the duty on bergamot caused an abrupt decline of about 55 to 60 cents, but firmer prices are now quoted by shippers and demand is picking up considerably. Demand for orange has been quiet, and prices have failed to show any noteworthy change.

Along with the advance of the season, holders of oil of peppermint in the country have lowered spot prices some 55 to 65 cents a pound. A considerable part of the oil bought earlier in the season cost as high as \$3 a pound so that marketers are taking a loss at the current levels. As notable a price development as any during the last month was the deep cut in prices for ylang-ylang the Bourbon and Manila varieties being \$5 and \$10 per pound lower respectively. Contrary to the belief entertained earlier in the

(Continued on page 370)

# PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OII	S		Diphenyloxide	-08.	.85	Ethyl Cinnamate 5.50-
Almond, Bitter, per lb	\$5.25-	\$5.50	Orange, bitter	2.15-		Eucalyptol
Almond, S. P. A	5.50-	6.00	Orange, sweet, West Indies	2.60-	2.75	Eugenol 4.50-
Almond, F. F. C. "art"	1.60-	2.25	Orange, sweet Italian	2.75-	3.15	Geraniol, domestic 3.75- 4.00
Almond, Sweet True	.45-	.50	Orange, Calif	3.10-	3.25	Geraniol, foreign 3.25- 5.00
Almond, Apricot Kernel.	25-	.30	Origanum, imitation	.25-	.40	Geranyl-Acetate 5.50-
Amber, crude	.85-	1.00	Orris Root, concrete, for-		d =0	Heliotropin, domestic 2.60- 2.75
Amber, rectified	1.40-	1.00	eign(oz.)	5.25-	5.50	Indol, C. P (oz.) 9.00-
Amyris, balsamifera	4.00-		Orris Root, concrete, do-			Iso-Butyl-Salicylate nominal
Anise, "lead free U. S. P."	.60-		mestic(oz.)	3.25-	4.00	Linalool 4.50- 5.25
Aspic (spike) Spanish	.75-	.80	Orris Root, absolute. (oz.)			Linalyl Acetate 6.00- 9.50
French	1.15-	1.25	Parsley	3.50-		Linaly! Benzoate nominal
Bay, Porto Rico	2.75-	3.00	Patchouly	9.00-	9.25	Methyl Anthranilate 4.25-
West Indies	2.75-	0.00	Pennyroyal, American	2.25-	2.75	Methyl Cinnamate 5.50-
Bergamot, 35-36 per cent.	3.25-	3.30	Pennyroyal, French	1.75-	2.00	Methyl Heptenone 9.00-
	1.90-	2.25	Peppermint	2.80-	2.90	Methyl Heptine Carbon 40.00-
Birch sweet N. C	0.00	40.600	Peppermint, redistilled	3.10-	3.20	Methyl Paracresol 12.50- 15.00
Penn. and Conn			Petit Grain, So. American	1.70-	1.85	Methyl Salicylate
Birchtar, crude	-		Petit Grain, French	8.00-	9.00	Musk Ambrette 15.25-
Birchtar, rectified			Pimento	1.90-	2.00	Musk Ketone 12.50- 14.00
Bois de Rose, Femelle	2.65-	60	Pine Needles, from Pinus			Musik Xylene 3.50- 4.00
Cade, U. S. P. "IX"		.60	Sylvestris	2.00-	2.10	Nonylic Alcohol nominal
Cajeput, Native U. S. P	.85-	.90	Rose, Bulgaria(oz.)	6.00-	6.25	Phenylacetaldehyde 7.00- 7.25
Calamus	4.25-	5.00	Rosemary, French (lb.)	.55-		Phenylethylic Alcohol 8.00
Camphor, Jap. "white"	.19-	.20	Rosemary, Spanish	.45-	.47	Phenylacetic Acid 3.00-
Cananga, Java		2.75	Rue	4.00-	4.25	Rhodinol domestic 18.00-
Cananga, Java, rectified	3.20-	3.75	Sage	2.50-	2.75	Rhodinol, foreign 18.00-
Caraway Seed, rectified			Sandalwood, East India.	7.00-	7.25	Safrol
Cardamon, Ceylon		19.00	Sassafras, artificial		.45	Skatol, C. P (oz.) 57.00-
Carvol	7.75-		Sassafras, natural	1.00-		Terpineol, C. P., domestic471/250
Cassia, redistilled, U. S. P.		1.80	Savin, French		4.00	Terpineol, C. P., imported. nominal
Cedar Leaf		1.00	Snake Root		16.50	Terpinyl Acetate 1.50- 2.00
Cedar Wood		.30	Spearmint		3.00	Thymol 4.30-
Celery			Spruce		1.20	Violet, artificial 8.00- 17.00
Cinnamon, Ceylon	15.50-		Tansy			Vanillin
Citronella, Ccylon	.54-	.56	Thyme, French, red	1.00-	1.05	· dammi · · · · · · · · · · · · · · · · · ·
Citronella, Java	.78-	.83	Thyme, French, white	1.05-	1.10	BEANS
Cloves, Bourbon		3.25	Thyme, Spanish, red		1.05	T D D 05 100
Cloves, Zanzibar	2.10-	2.50	Vetivert, Bourbon		5.50	Tonka Beans, Para
Copaiba	.40-	.50	East India		3.30	Tonka Beans, Angostura. 200-2.25
Coriander	20.00-	22.50	Wintergreen, Southern			Vanilla Beans, Mexican 12.00- 18.00
Croton	1.15-	1.25	Pennsylvania			Vanilla Beans, cut 8.00- 9.00
Cubebs	6.25-	7.00	Wormseed		2.65	Vanilla Beans, Bourbon
Cumin	7.50-	10.00	Wormwood			whole 3.25- 3.50
Dillseed		5.90	Ylang-Ylang, Manila		10.50	Vanilla Beans, Bourbon
Fugeron			Ylang-Ylang, Bourbon		12.00	cut 2.75- 3.00
Eucalyptus,			0			Vanilla Beans, Tahiti yel-
Aus. 80 to 85%	.45-	.60	DERIVATIVES AND CI-	EMIC	CALS	low label 1.80- 2.00
Fennel, Sweet		1.75	Acetophenone	3.75-	4.00	White label 2.25- 2.50
Geranium, Rose Algerian.		9,25	Amyl Salicylate, do			CHMDDIEC
Geranium, Bourbon	5.00-	5.50	Amyl Salicylate, foreign.	1.45-	, 0	SUNDRIES
Geranium, Turkish (palma		0100	Anethol	1.60-	1.75	Alcohol cologne spirits gal-
rosa)	4.75-	5.25	Anisic Aldehyde, foreign.	4.25-	4.75	lon 4.77- 4.90
Ginger	F . C . C	6.50	Domestic	4.25-	4.50	*Ambergris, black (oz.) 10.00- 18.00
Gingergrass	0.00	2100	Benzaldehyde, dom., U.S.P.	1.40-	1.60	Ambergris, gray 28.00-
Guaic (Wood)			Benzaldchyde, F. F. C. do-	3170	2100	Chalk, precipitated0305
Hemlock	1.10-	1.20	mestic	1.60-	1.75	Civet horns (oz.) 2.65- 3.00
Juniper Berries, rectified	1.35-	1.40	Benzyl Acetate, domestic.	1.50-	1.65	Lanolin hydrous2224
Lavender, English	1.00	20.00	Benzyl Acetate, foreign	1.75-	2.00	Lanolin anhydrous4345
Lavender, U. S. P. "IX"		98.00	Benzyl Alcohol	1.30-	1.75	Menthol 8.00- 8.25
Lemon	.70-	.85	Benzyl Benzoate	1.75-	4.40	Musk, Cab., pods(oz.) nominal
Lemon "Calif"	.75-	.80	Borneol	3.50-		Musk, Cab., grains(oz.) nominal
Lemongrass	.80-	.90	Bornylacetate	4.25-		Musk, Tonquin, grains
Limes, distilled	.55-	.60	Bromostyrol	4.50-		(oz.)
Limes, expressed		.00	Carvol	7.75-		Musk, Tonquin, pods. (oz.) 25.00- 26.00
		2.60		3.00-	3.50	Orris Root, Florentine,
Linaloe					0.00	The same and a same passessed
		2.00		14.00	18.00	whole no
Mace, distilled	1.00-		Cinnamic Alcohol "Solid".		18.00	Whole
Mirbane	1.00-		Cinnamic Alcohol "Solid". Cinnamic Aldehyde	4.25-		Orris Root, powdered and
Mirbane Mustard, genuine	1.00- .14- 18.00-	.16	Cinnamic Alcohol "Solid". Cinnamic Aldehyde Citral C. P	4.25- 3.00-	18.00 3.50	Orris Root, powdered and gran
Mustard, genuine Mustard, artificial	1.00- .14- 18.00- 2.85-	.16	Cinnamic Alcohol "Solid". Cinnamic Aldehyde Citral C. P Citronellol, domestic	4.25- 3.00- 8.50-		Orris Root, powdered and gran
Mirbane Mustard, genuine Mustard, artificial Neroli, Bigarade, Petalo	1.00- .14- 18.00- 2.85-	.16 3.00	Cinnamic Alcohol "Solid". Cinnamic Aldehyde Citral C. P Citronellol, domestic Citronellol, foreign	4.25- 3.00- 8.50- 8.50-		Orris Root, powdered and gran
Mirbane Mustard, genuine Mustard, artificial Neroli, Bigarade, Petalo Extra	1.00- .14- 18.00- 2.85-	.16 3.00 250.00	Cinnamic Alcohol "Solid". Cinnamic Aldehyde Citral C. P Citronellol, domestic Citronellol, foreign Cumarin, natural:	4.25- 3.00- 8.50- 8.50- 15.00-	3.50	Orris Root, powdered and gran
Mirbane Mustard, genuine Mustard, artificial Neroli, Bigarade, Petalo Extra Neroli, Bigarade	1.00- .14- 18.00- 2.85- 195.00- 150.00-	.16 3.00 250.00	Cinnamic Alcohol "Solid". Cinnamic Aldehyde Citral C. P Citronellol, domestic Citronellol, foreign Cumarin, natural: Cumarin, artificial domestic	4.25- 3.00- 8.50- 8.50- 15.00- 4.00-	3.50	Orris Root, powdered and gran
Mirbane Mustard, genuine Mustard, artificial Neroli, Bigarade, Petalo Extra	1.00- .14- 18.00- 2.85- 195.00- 150.00- 1.00-	.16 3.00 250.00 170.00	Cinnamic Alcohol "Solid". Cinnamic Aldehyde Citral C. P Citronellol, domestic Citronellol, foreign Cumarin, natural:	4.25- 3.00- 8.50- 8.50- 15.00- 4.00- no	3.50	Orris Root, powdered and gran

#### THE MARKET

(Continued from page 368)

season the market for oil of thyme which was then influenced by a short crop of the herb has reacted some 25 to 50 cents a pound with last offers at as low as \$1 a pound. Offers of new crop tansy are made much more freely, and wormwood also is considerably cheaper as the new crop distillation has been coming in from the country at a time when only a meagre consuming interest is being displayed. Advance in oil of caraway is based on scarcity of the seed as well as the oil.

#### Aromatic Chemicals

While it is yet too early to determine how much of a factor foreign competition in aromatic chemicals will be under the many complicated features of the Tariff Act of 1922, a feeling seems to be developing in the market that regardless of how high prices go, consumers who for many years have become accustomed to the use of a foreign article will continue to pay the price. Under the old Underwood rates the average impost on aromatic chemicals was 20 per cent while under the new law, according to some views, the foreign valuation will be raised to from 45 to 125 per cent. this being figured on the supposition that 60 per cent American valuation is the equivalent of 125 per cent foreign valuation. There are three general classifications for aromatics including natural products such as citronellol, geraniol and rhodinol which are assessed at 45 per cent; synthetics not derived from coal tar which are taxed 45 per cent and the synthetic coal tar aromatics 60 per cent plus 7 cents per pound if made here, or if not made here, 60 per cent plus 7 cents per pound, American valuation. As yet the American valuation plan has not been applied in any very substantial degree because the Customs Division has not drafted its regulations for assessing duties. It is felt, however, that while a considerable check will be placed on importations of French and German origin, eventually the situation will right itself so that consumers will be able to obtain their customary supplies of raw materials, although perhaps at a higher price.

The boost in tariff rates has naturally stiffened a large number of products but some notable declines have been noticed. Examples in the latter category include acetophenone which is down \$1; benzaldehyde, down \$3.50; cents; cinnamic alcohol, off \$4; citronellol, down \$3.50; linalool, off \$1.50; methyl-heptine carbonate, off \$5; linalyl-acetate down \$4, while moderate declines were the rule in bromostyrol, cinnamic acid, diphenyloxide, heliotropin and terpineol. In keeping with the advance in carbolic acid cristals to 22 cents a pound minimum in drums of 250 pounds there have been a number of advances in derivatives of this base. The sharply higher prices prevailing for methyl-alcohol have resulted in an appreciation of fully 6 cents a pound in methyl-salicylate which is held for 47 cents inside. The higher duties placed on artificial musks have caused sellers to revise their prices upwards sharply so that ambrette is now held at \$15.25 inside; ketone at \$14; and xylene at \$4 a pound. While no unusual expansion can be recorded in trade generally, inquiries from consumers trade are improving in volume. The extract makers have been good buyers of coumarin and vanillin at full prices.

Vanilla Beans

Despite the unusually high levels of prices reached for all varieties of vanilla beans the consensus in trade circles is that demand is still broadening. The extract trade has been purchasing freely of Bourbon vanilla, while utilizing the utmost of efforts to stretch out their stocks of Mexican vanilla to tide over the present crisis. It has been definitely ascertained that the shortage in this year's crop of Bourbon vanilla beans will amount to between 300,000 and 400,000 pounds. While a few lots of recured Bourbon vanilla are still available on the market here at prices ranging from \$2.75 a pound up, the effect of the shortage in Bourbons has been to send prices to \$3 @ \$3.50 a pound generally. Many importers in New York have been forced to operate in the

Marseilles market for the first time. They find that Marseilles is only quoting futures as she is closely cleaned up on spot stocks. This condition may send Bourbons to \$4 it is believed.

The supply of Mexican vanilla is practically at the vanishing point. At any rate it is rather definite that an order for 5,000 pounds could not be filled here. Consumers who bought in anticipation of the shortage are stretching their stocks out as much as possible in order to tide over until new crop becomes available in the late spring and early summer of 1923. The prospect is that cut vanilla from Mexico will begin arriving around March-April next year ordinary beans around April-May; medium May-June and prime during June and July. It is estimated that the next Mexican vanilla bean crop will be about 40 per cent greater than the previous crop which was only 55,000 pounds.

Even with this increase there will be less vanisla available for the American market because there will be no carry over of old crop next year as there was this year. Cutting and collection of the new crop will begin in January and by the last of July the cured vanisla of the new crop will be ready for shipment. Only a small crop of cuts will be gathered.

Other varieties of vanilla are being substituted for the Mexican. South American have met good buying at \$7 a pound, while Tahiti yellow label has been moving at \$1.80 @ \$2 a pound and white label around \$2.25 @ \$2.50 a pound. Supplies of tonka beans continue decidedly small and replacement is impossible until another crop is gathered so that spot prices are firm at \$2 \text{ a \$2.25 a pound.}

#### FOREIGN CORRESPONDENCE

(Continued from page 368)

#### ITALY

OLIVE OIL. The exports of olive oil from Italy for the last six months of 1921 amounted to 1,805 metric tons, making the total for the year 3,199 metric tons. The explanation of the great slump since the war is that before the war Italy's ability to export olive oil did not depend altogether on its production, which in some years was barely large enough to meet the domestic requirements. In 1913 Italy had to import 2,086 metric tons of foreign olive oil and 13,462 metric tons of cottonseed oil. In 1914, imports of these two oils amounted to 15,422 and 2,388 metric tons, respectively, which was 369 tons more than the quantity of olive oil exported from Italy. Since the war the decreased domestic production, practical prohibition on imports of cottonseed oil, and difficulties which Italian refiners experienced in obtaining foreign olive oil, based largely on the new tendency of other original olive oil exporting countries to refine more of their own oil, explain why Italy has not been able to regain its pre-war position as an exporter of olive oil. The United States is Italy's best olive oil customer

#### TUNIS

OLIVE OIL.—Tunis is the fourth olive oil producing country in the world. According to leading oil merchants in Marseilles, the Tunisian olive oil output for 1921 amounted to 70,000 metric tons, or one-third of that of Italy and 10,000 tons less than half that of Greece. The war, with its high prices for olive oil, gave a great impetus to the olive oil export trade of Tunis, which even now is still in evidence. But the olive oil of Tunis is of little interest to the outside world excepting two countries which take the bulk of the exports. In 1921 France too 13,916.826 kilos and Italy 8,419,514 of the total of 23,280,774 Kilos exported. Only 165,323 kilos was sent to the United States.



# FIGHT FOR A REASONABLE TARIFF ON OILS AND FATS TO BE CONTINUED

The Executive Committee of the Bureau of Raw Materials for American Vegetable Oils and Fats Industries, composed of C. Rogers Brown, F. M. Barnes and Mason Trowbridge, has prepared a report for the members regarding its activities in connection with the Tariff Act of 1922 and outlining plans for a continuation of the work of obtaining relief from the exaction of the new law.

The Bureau of Raw Materials has a National Committee, with membership as follows, in addition to the above mentioned Executive Committee:

William Cooper Procter, Procter & Gamble, Cincinnati. Russell Colgate, Colgate & Co., Jersey City, N. J. Samuel Fels, Fels & Co., Philadelphia.
Caleb E. Johnson, Palmolive Co., Milwaukee, Wis. Samuel H. Gillespie, L. C. Gillespie & Sons, New York. Sidney A. Kirkman, Kirkman & Son, Brooklyn, N. Y. E. G. Holloway, James S. Kirk & Co., Chicago. John Aspegren, Aspegren & Co., Inc., New York. George B. Wilson, Globe Soap Co., Cincinnati. A. W. Peet, Peet Bros. Mfg. Co., Kansas City, Kans. Louis H. Waltke, William Waltke & Co., St. Louis. John A. Berghoff, Rub-No-More Co., Fort Wayne, Ind. Lyman N. Hine, American Cotton Oil Co., New York.

The Bureau did not establish its Washington office until July 1, 1921, with John B. Gordon as its representative. It was then found that the elements which were active in endeavoring to increase the tariff on vegetable oils not only were extremely well organized, but had the advantage of four or more years of preliminary work. It took several months to overcome this handicap and get into proper working form. The fight in Congress against a powerful opposition is reviewed at length in a detailed and comprehensive report, justifying the expressed opinion that the continued activity of the Bureau of Raw Materials is highly requisite, this view being emphasized by conditions arising subsequent to the passage of the Tariff Law. The committee says:

"A major factor which has influenced our decision was the incorporation into the Tariff Act of 1922 of the Executive authority to revise the rates of duty therein, or what is more commonly known as the flexible tariff provisions.

"We believe that the flexible tariff provisions of the present Tariff Act will be fully and fairly exercised by both the Executive and the fact finding body, which in this instance is the Tariff Commission and that full opportunity will be afforded to the vegetable oil industries of America to present their case and all proper evidence necessary to secure the reduction of the ridiculous rates of duty levied upon their principal raw materials.

"While then the prospect of securing an early adjustment of the schedules which concern the vegetable oil industries has been a major factor in influencing our decision it is quite probable that even had not the flexible tariff provisions been incorporated into the present Tariff Act we would have deemed it imperative that the Bureau continue its activities."

Reference is made to the invaluable time lost in catching up with the opposition and establishing the necessary contacts for presenting the real facts. The report says:

"Our opposition was able to actively distribute incorrect economic information concerning the tariff on vegetable and animal oils from the very outset of discussions as to the revision of the Tariff Act and this misinformation took root in places impossible for it to have flourished had our organization been functioning at an earlier date.

"With the likelihood of another general tariff revision at some not very remote time in the future, owing to the general dissatisfaction with the revision recently enacted into law, it would not have been good policy to have retired from the field leaving our opposition encamped thereon and ready to proceed at a moment's notice. Such a policy would have enabled our opposition on the occasion of the next tariff revision to literally shove the vegetable oil industries of this country off the economic map, as far as access to foreign raw materials and ability to carry on an export business, is concerned."

An exhaustive survey of the field is made and samples are given of the gross misrepresentation resorted to by the influences opposed to the vegetable oil industries. The following program is outlined for the Bureau:

- (1) Immediate application for the maximum reduction possible (50%) in the rate on the following oleaginous materials: Coconut Oil, Soya Bean Oil, Peanut Oil, Animal Tallow, Cottonseed Oil, Rapeseed Oil, Linseed Oil, Herring Oil, Whale Oil, Seal Oil, Fish Oils, N. S. P. F., Hempseed Oil, Hydrogenated Oils, Soya Beans, Cottonseed and other oil seeds.
- (2) Opposition to all applications such as may be made from time to time to increase the rates of duty on any and all oleaginous materials.
- (3) Gathering of all information from domestic and foreign sources relating to fats and oils business which has a bearing on the tariff situation and directing same to the Tariff Commission.
- (4) Opposition to efforts of dairy organizations, Southern Tariff Association. Fish Oil Producers' Association. Peanut Growers and others to promulgate the belief throughout the country that duties on foreign vegetable oils and oleaginous materials are essential. All of these organizations have permanent offices at Washington. The Southern Tariff Association voted at its Washington meeting of October 6 to maintain a permanent office at Washington. This is the most recent addition to the opposition which has decided to make itself permanent.
  - (5) Conducting of educational work on the tariff in its

relation to the oils and fats business among dairy and farm organizations, cotton oil mills, peanut growers, fish oil producers, etc.

(6)Supplying information requested by farm organizations, farm papers, oils and fats publications, etc., on the tariff situation as it relates to vegetable and animal oils.

(7) Refutation of misstatements and correction of misapprehensions as relate to tariff on oleaginous materials in

farm press and trade papers.

(8) Maintenance of contact as now established with all agricultural, consumer, manufacturing and business organizations which suffer as results of the tariff on foreign vegetable oils.

A feature of the report of the Executive Committee is a full account of the long fight in Congress through the various stages over the vegetable oil schedule. Besides the Farm Bloc opposition was encountered from half a dozen organizations at every point. The flexible features of the new law are reviewed and the possibilities pointed out. Under its operation the following reductions could be made, provided the President should approve:

Coconut oil, from 2c to 1c per pound; soya bean oil, from 21%c to 1%c per pound; cottonseed oil, from 3c to 15%c per pound; peanut oil, from 4c to 2 per pound; tallow, from 1/2c to 1/4c per pound; herring and menhaden oils, from 5c to 21/2c per gallon; whale and seal oils, from 6e to 3c per gallon; fish oils, N. S. P. R., from 20 percent to 10 per cent ad valorem, etc.

A complete comparative table is given of duties on oils in the four recent tariff acts, together with lists of Senators showing their votes on the vegetable oil schedule of 1922. Also is appended a statement setting forth that American import duties on vegetable oils really only benefit foreign industries and actually are injurious to American farmers. Numerous statements and arguments of trade organizations also are given in support of putting vegetable oils on the free list.

#### ACETONE AS A SOLVENT FOR OILS, ETC.

An extensive investigation of the solubility of various commercial products in acetone is being conducted at the Mellon Institute of Industrial Research of the University of Pittsburgh, Pittsburgh, Pa. In the course of this investigation a number of commercial and refined vegetable and animal oils have been tested and found miscible in all proportions with acctone at 25° C. A small percentage of insoluble material was found in a few of the crude products, due, no doubt, to some foreign matter. The part soluble in these doubt, to some foreign matter. The part soluble in these cases at 25° C, is miscible in all proportions with acetone. The heavy greases and hydrogenated oils are only partly soluble at 25° C., but are miscible in all proportions with acctone at its boiling point. A number of essential oils have also been tested and found miscible in all proportions.

The present grade of acetone obtained from calcium acetate is entirely volatile and, therefore, does not leave a residue in or impart an odor to the extract or extracted material. Its low boiling point permits the carrying out of extrac-tions without danger of chemical changes in the product Acetone is miscible in all proportions with and has a great affinity for water and thus acts as an excellent dehydrating Acetone is less inflammable than benzene, toluene, ethyl, ether, gasoline, petroleum ether or pentane. Its physiological effects are negligble, if ordinary care is used in handling the solvent. Further information on the solvent properties of acetone may be had by writing the director of the

Mellon Institute, Pittsburgh, Pa.

#### Decrease in French Soap Exports

French soap exports during the three months ended arch last were as follows: Perfumed, 504 metric tons; March last were as follows: Perfumed, 504 metric tons; other sorts, 7,041 m. tons. In both cases a decrease on the first quarter of 1921 is shown.

# U. S. EXPORTS OF SOAP IN JULY

Domestic exports of all kinds during July made a tot. of 6,947,128 pounds, valued at \$680,006, according to th U. S. Bureau of Foreign and Domestic Commerce. The compares unfavorably in quantity, but exceeds in value & June figures, which were 8,390,375 pounds, valued at \$532 567. Of the July shipments abroad toilet or fancy soan registered 483,805 pounds, valued at \$189,047, the balance being laundry and other kinds of soaps.

Of more than eighty countries or localities listed a destinations Cuba took the most toilet or fancy soap, 91 611 pounds, \$20,687; with Ontario next, 48,921 pound-\$17,388, but England, taking only 32,002 pounds, had .

valuation of \$29,513, making it first on value.

Laundry soap leaders: Mexico, 2,580,447 pounds, \$185 476; Cuba, 503,641 pounds, \$36,920; Haiti, 445,058 pounds \$33,650; Ontario, 433,402 pounds, \$32,069; Dominican Re public, 364,328 pounds, \$24,308,

The complete statistics would occupy too much space for us to print, but our readers can consult the full report which is kept on file for that purpose.

# NICE POINT RAISED ON SOAP STANDARDS

In our Washington correspondence will be found the gisof Procter & Gamble's reply to the charge of misrepresentation made by the Federal Trade Commission in cosmection with the manufacture of naphtha soap. In addition to other matters combating the charge the firm makes the poss: that no standard for naphtha soap has been established is which its product can be judged and moreover, to clinck its position, it maintains that the Federal Trade Board has no power to create a standard for naphtha soap. point would seem to have an important bearing on the result of the case and on other possible complaints of a similar nature.

# SOCONY AND TEXOLIVE AS TRADE MARKS

Among the recent applications made for the registrature of new trade marks are the following:

Socony, for soap manufacturing purposes, filed by the Standard Oil Company.

Texolive, for a soap, filed by the Palmolive Company, of Milwaukee, Wisconsin:

Readers of this section will often find interesting newabout inventions patented and trade marks in our regular department devoted especially to these subjects,

# Vegetable Oil Imports in July

Imports of vegetable oils into the United States in Imports of vegetable oils into the United States in July were as follows (June figures in parentheses for comparison):—Coconut oil, 1,793,091 gallons, valued at \$906,319 (1.633.909 gallons, valued at \$897,807); peanut oil, 18,823 gallons, valued at \$16,926 (49,035 gallons, valued at \$47,889); edible olive oil, 734,577 gallons, valued at \$1,070,083 (823,775 gallons, valued at \$1,225,060). The totals are: 2,556,491 gallons, valued at \$2,053,328 (2,506,719 gallons, valued at \$2,173,816).

#### July's Foreign Trade in Glycerin

Domestic exports of glycerin in July totaled 114,142 pounds, valued at \$10,576, according to the records of the Department of Commerce. This compares pounds, valued at \$25,413, shipped in June. This compares with 169,919 No crude glycerin was imported in July. Nineteen foreign countries are listed as destinations for this export,

# PROCESS FOR TRANSPARENT SOFT SOAPS\*

Now that almost all fats and oils suitable for the manufacture of soap have been released from war-time restrictions in Germany, a strong demand for soft soap has begun, Of course, so-called soft soaps, also known as "Bohrpaste," were obtainable throughout Germany during the war and the following years, even to some extent today. But these were inferior products in the great majority of cases, which the consumer would never be able to use with any degree of satisfaction. They were made out of tallow, seed oils and the by-product coconut oil from margarine manufacture, and filled with water glass, salt, soda solution, etc., so that in most cases they contained no more than 5 per cent, and often even less, of fatty acids.

In the absence of better soap this substitute was bought, and sometimes found an active market, mainly, of course, on account of its cheapness. In time, however, the consumers discovered that after each washing with this material the clothes had suffered considerable injury, in fact, were sometimes destroyed altogether. They therefore took refuge in the grained soaps, which were still on the market, although these were sold without their customary brands. It was only in districts which, before the war, had especially favored white soft soaps that these were able to maintain themselves on the market. This was in the Rhine country and in the former Kingdom of Saxony, for example. Districts of Germany where but little white soft soap was consumed before the war, or where its use was on the decline,

did not approve of the soap substitutes either, however,
A striking exception was the case of the three Hanseatic cities, Hamburg, Bremen and Lübeck, which used practi-cally no white soft soap before the war, but, up to the end of the war, consumed enormous quantities of "Bohrpaste," of the war, consumed enormous quantities of so that many of the washing-powder factories remodeled their equipment so as to produce these easily-made and profitable products. The reason for this may have been that the housewife of North Germany has long been accusthat the housewife of North Germany has long been accus-tomed to use soft soap on her wash, and since white soft soap was unknown to her, she grasped eagerly and indis-criminately at anything having the consistency of soft soap which was offered to her, until the effects of these sub-stances on her clothes taught her an expensive lesson. Today, as has been said, the soap substitutes have a bad reputation

throughout Germany, but especially in the North.

During the period of control of soap fats, especially of those suitable for soft soap, linseed oil, which had been most widely used for this purpose before the war, was so high in price that the manufacture of glycerin soft soaps from it was out of the question. A few firms, at least in the occupied territory west of the Rhine, did indeed make a fine, transparent glycerin soft soap, as early as the middle of 1919. But the price of this product, at the money values ruling at that time, was so high that only extraordinarily well-to-do consumers could afford to use it.

Only toward the middle of 1920 were attempts made in North Germany, in response to a strong demand, to make and market a glycerin soft soap. Unfortunately, even at this time the price of linseed oil was so high, and the supply so limited, that it could hardly be used at all for this purpose, and recourse was had to the comparatively cheap rape Aside from the fact that this oil, used alone, is not at all suitable for the manufacture of glycerin soft soaps, and can only be used in limited quantities together with linseed oil or fish oil, it is, when freshly pressed, as practi-cally all the rape oil on the market was at that time, utterly and absolutely unsuitable for the purpose. Factories which could split the rape oil and employ the fatty acids from it in conjunction with fish oil and linseed oil attained more or less satisfactory results; most of the small factories, however, which made most of the attempts, possessed no splitting equipment and only seldom hit upon the idea of purchasing fatty acids instead of neutral oil. In the absence of information and experience, almost all of them believed in their ability to prepare a product of good keeping quality from rape oil alone, and therefore suffered bitter disillusion-

The difficulties become manifest as soon as one tries to sapenify. The oil will not saponify either with strong or weak caustic, and in most cases the half-saponified mass must be left over night to digest. Then in the morning the unpleasant discovery is made that the saponification has not progressed at all. The only thing that will even partly promote the saponification is water, and then more water, so that the yeld of first soap mounts up to 300 per cent. Only then does the soap boil well and seem to hold together, and only then can it be measured and will it stand up clear and firm in the test. If such a soap is filled with meal, a passable product is obtained, though one that will stand only slight changes in temperature. Without filling with meal, such a soap will not keep at all, but becomes opaque at the slightest fall in temperature and begins to ooze liquid. Rape oil is therefore absolutely unsuitable for the preparation of glycerin soft soaps and can even be used in combination when present in only small proportions.

It is considerably easier and more satisfactory to boil soap of this kind when whale or seal oil containing onefourth or one-third of rape oil is used. The fish oil must be as free as possible from salt, especially in the Winter. Herring oil should not be used if it can be avoided, since it usually contains. it usually contains more or less salt; or if used, it should be washed out, preferably several times, with hot water. Otherwise the soap is liable, on storage, to develop starshaped crystals, or "fig," as is said in the trade. With material of this sort, a fairly permanent and clear soap can be made, though it cannot be expected to endure such

great changes in temperature as a normal linseed oil soap. It was only in the Spring of 1921, when linseed oil came down to 10 Mk. per kilo or less and was available in quantity, that the manufacture of glycerin soft soaps could be taken up again satisfactorily, and a rush business immediately began to be done. Unfortunately the prices for linseed oil, like those of the other fats and oils, rapidly rose in the rising market of the late Summer and Autumn of 1921, so that today a pure linseed oil soft soap could hardly find a buyer. The makers have therefore been forced for some time to mix fish oil into their linseed oil, in order to find buyers at all,

At the present price of linseed oil, the cost of production of a pure linseed oil soft soap would be about 20 Mk, per kilo, to which about 11 Mk, must be added by the time it is retailed. No careful housewife would pay such a price today, and if she has to pay even more for grained soap, she will buy soan powder, which is perhaps the best thing she could do. Therefore the manufacturer has had to use a considerable proportion of fish oil, notwithstanding its comparatively high price, due to the fact that the paler and more nearly odorless kinds are mostly used, since these

grades can be employed in larger proportion.
Of course, cheaper grades of fish oil can be mixed in, but they must be subjected to preliminary treatment. this case, good results can be achieved even with such material, especially when the soap finally is skilfully perfumed and the lingering fishy smell covered up. In such a soap, made of linseed oil with a third part of fish oil added, carefully boiled and perfumed, the fishy smell can hardly be recognized, even during washing, when it is most noticeable, while no fishy odor whatever clings to the clothes washed.

Of course other oils of low stearin content can be used in part, in the preparation of glycerin soft soaps. But the stearin and palmitin must be removed from them as thoroughly as possible before saponification, in order to prevent a crystallization of the soap. This crystallization occurs the more readily, the lower the temperature and the

more caustic soda and salt the soap contains.

Corn oil, bean oil, etc., are well suited to the manufacture of this kind of soap, but should be stored for a long time in frosty weather, or at as low a temperature as possible, and the clear oil then carefully drawn off from the stearincontaining foots, which can be used to advantage for grained Cottonseed oil, peanut oil, etc., are not suitable for soaps. this kind of soap, since they contain considerable quantities of stearin which does not separate out readily in the cold, and would therefore always create a danger of crystallization in the finished soap. This crystallization, which is

<sup>\*</sup> From Seifensieder Zeitung, April 13, 1922, p. 259,

here, in contrast to the grained soaps, so objectionable, is much less likely to occur in the warm Summer montas, but may manifest itself in the form of light flakes in the clear soap. Even in Midsummer, however, oils rich in stearin should be avoided, since, for the sake of consistency, more soda and less reducing material is used, and such oils would be almost as likely to cause crystalization as in the Winter months,

To turn now to the method of preparation of the glycerin soft soaps, the chief attention should be directed to the proper reduction of the potash lye. A soap which is kept too caustic will be more or less gummy even in Summer. and will become turbid at the slightest fall in temperature and even ooze liquid under some conditions. It will, however, generally have a firm consistency and will stand high temperatures better, without becoming soft or liquid. a soap will take up more filler; therefore the more filler it is desired to incorporate, the more caustic the soap must be kept. If the soap contains too much previously added reducing material, introduced at the time of boiling, such as potassium carbonate solution (salts of tartar) or soda , it will have a correspondingly softer consistency and will no longer have the ability to take up even normal amounts of filler. At high temperatures it will become soft and even liquefy. On the other hand, these latter soaps will stand cold better, becoming firmer and more brilliantly transparent, though liable to crystallization in proportion as they contain soda salts and stearin. To find the right proportion between these extremes is the crowning art of the soap boiler, and requires patience, practice and devotion.

One often hears the rash statement that the manufacture of a glycerin soft soap requires no skill. Certainly, many men could make a usable soap out of the right kind of raw materials, with the help of the technical books, though they would have many difficulties which I will forbear to mention. But at the present prices of raw materials failure must be guarded against from the start, and especially a long-continued trying and testing of the saponified mass must be avoided, since it usually leads to disaster, and at best costs time, work and fuel, and makes necessary fresh additions of fat or of lye. Sometimes this swollen overhead eats up all the profits and the manufacturer not only cannot compete, but works at a net loss.

A proportion of reducing material good for all cases is impossible. Since the end of the last century, everyone, at least in Germany, has been using electrolytic potash lye of 50° Baumé, because of its cheapness and ease of handling. Previously each manufacturer had made his own lye from potash (salts of tartar) or from wood ashes and quicklime. In other countries, caustic potash is doubtless partly used, insofar as they do not make the lye solution as such. In Germany these methods are no longer used, on account of their costliness and inconvenience. The potash lye, 50° Baumé, which should have been kept in tightly closed containers and not exposed to the air over a broad surface for a long time, which causes it to absorb carbon dioxide and become reduced automatically, is reduced by the addition of carbonates, that is, carbonate of potash or ammonia soda. No other salts are applicable.

potash or ammonia soda. No other salts are applicable. Once in a while one hears the foolish remark "I reduce my potash lye with chloride of potash, and save money!" That is a dangerous illusion. Chloride of potash certainly makes the gummy caustic soap thinner and shorter, but an actual reduction of the lye, such as the soap requires, is not accomplished. The resulting soap will be sensitive to the very slightest changes of temperature and can make no claim to keeping quality, even though the yield may sometimes be increased in comparison to that obtained by reduction with carbonates. For the reduction of 50° Baumé potash lye one should use, on an average, 12 to 18 per cent, sometimes as high as 20 per cent, of carbonate of potash, according to the season and the consistency of the oil used.

The higher the temperature of the air, the less reducing material should be used. In fact, in the Summer months one can rather use even a stearin-containing oil to obtain the right consistency, though in this case one must be careful about adding soda. The lower the temperature, the more reduction material must be used, while the use of soda live must be cut down or abandoned altogether. If oils poor in stearin are used during the Summer season, for example,

linseed or fish oil, the required consistency can be obtained by substituting soda ash for part or all of the carbonate of potash used for reducing the potash lye. In very warm weather, part of the potash lye may even be replaced by caustic soda. No fixed proportion can be given here, only by practice can one acquire the judgment needed to achieve reliable results, for the problem is complicated by many variable factors, such as, for example, the consistency of the oils, the amount of impurities in the lye, the range of temperature changes at the locality of the factory, the quality of the carbonated alkalies, especially the ammonia soda, etc.

Special attention must be paid to the ammonia soda. This soda is apt to absorb carbon dioxide from the air and form bicarbonate of seda, which, of course, has twice as much reducing effect. It must be emphasized that a normal glycerin soft soap can stand a temperature change of not more than 16-18"; if this is exceeded, or if the soap contains too much filler, it will certainly "upset," that is, either become opaque at low temperatures or ooze liquid, while at high temperatures it will become too soft, or even liquid.

Under these circumstances, it is imperatively necessary to take account of the season of the year. For example, if a soap is being made for the Summer trade while it is still spring, it should be tested and adjusted while the kettle is still a little warm. If, on the contrary, a soap is being made in the Autumn for the Winter trade, the test samples should be allowed to cool outdoors in as cold a place as possible, and strictly adjusted. In the Summer the saponifying lye is reduced with about 14 kilos of carbonate of potash to every 100 kilos of 50° Baumé potash lye, and saponifies about one-quarter of the oil, at the time of boiling, with ordinary unureduced soda lye. Or one can use soda ash instead of carbonate of potash to reduce the potash lye, but must, in this event, use little or no soda lye in the boiling. In the colder seasons of the year, however, only carbonate of potash should be used to reduce the lye, and the use of soda lye should be gradually abandoned as the weather grows colder. Meanwhile, the amount of carbonate of potash used to reduce the potash lye must be increased to 18 or even 20 per cent, in very cold weather.

If one knows the character of the oils used and has made up the lye correctly, the boiling itself is not difficult. One has only to make sure that the oil is slowly saponified and that the resulting mass is not spoiled by the addition of too much lye, and that the half-saponified mass does not become thick because of delay in adding the lye. With close observation and practice these difficulties are easily avoided. If one has only underfired kettles at his disposal, the lye should be made up to about 24-25. Baumé, and to every barrel of oil should be added about two pailfuls of lye and 3 to 4 pailfuls of water in the kettle.

Then the mixture is heated until saponitied. When the oil, lye and water are first mixed, a vellowish emulsion is formed, which easily breaks on standing. On heating and thorough stirring the emulsion becomes thicker and more cohesive, until at 60-80° the combination takes place. The beginning of the reaction can be recognized by the darkening of the mass. Also, when a portion is lifted out on a paddle no separation of oil and lye can be noticed, that is, no droplets form.

At this stage the soap requires the most careful attention, for it may easily become too thick, or the reaction may go on with such rapidity that the contents of the kettle will boil over. To guard against such emergencies, one should always have one or two pails of lye standing ready, and as soon as the above signs of the beginning of saponification are noticed, immediately add a half a whole pailful of lye and stir vigorously, which will cause the mass to become bright vellow and opaque again

One should be careful, however, not to add too much the at once, because the combination can easily be spoiled and other difficulties in saponification may arise. It is only when the reaction sets in vi lently and the contents of the kettle mount higher and higher that one must, to prevent boiling over, add half partiuls of live quickly one after another, and, if the mixture continues to rise continue to add live in small portions until it sinks. Naturally, the mass must be continually crutched, for otherwise the live may settle out on the better and spell the combination.

Sometimes it happens that the nexture when it begins

to saponify, shows little tendency to boil up, but becomes very thick instead. In this case also one must have lye at hand, and add it quickly, until the danger of the mass "drawing together" is past. As soon as four-fifths of the lye necessary for complete saponification has been added to the kettle, the danger of lumping is over, and one can be more careful with the remainder of the lye. If the mass should still become thick, after this point, it will dissolve up again more easily when lye is added. On the other hand, there is no great harm done if the mass becomes lumpy before one-quarter of the total iye has been added to the kettle, for the lumps dissolve up readily on the addition of more lye in this case as well.

The most dangerous and most feared mishap is the appearance of lumps when about half the lye has been added, for the lumps that appear at this stage are extremely hard to dissolve, and can only be brought into solution by adding a considerable excess of lye and crutching constantly at a boiling temperature. This necessitates the addition of more oil to take up the excess of lye. The half-saponified mass is then slowly brought to boil and carefully adjusted by the addition of small amounts of lye.

The adjustment is made according to the behavior of samples on glass. The sample should show a whitish color on the surface at first, like a breath on a windowpane, but this should pass away within about ten minutes, leaving the sample perfectly clear. If the sample, which should be dropped on the glass to form a mass about the size of a nickel or a quarter, should show too little whitish film at first, disappearing in a short time, then it will become turbid in the center after 10 or 15 minutes,—a sure sign that the soap contains unsaponified fat, that is, is too weak and requires further adjustment. In this case lye is added in small portions, the mixture boiled again and fresh samples taken

If the warm sample shows a fairly great turbidity on the surface and becomes entirely clear in not more than 10 or 15 minutes, the right adjustment has been found. But if the sample shows too great a turbidity at first, or becomes entirely white without clearing, then the soap either contains insufficient water or too much lye, that is, it is too "sharp." If the soap has a normal proportion of caustic, but boils comparatively thick and shows no foam on the surface, and if the sample is whitish and turbid on glass and can only be scraped off with difficulty, being soft and sticky inside, then the soap has insufficient water, and, after enough water has been added, will soon go over into a normal boiling, and may even require more lye. If, on the other hand, the turbid sample can easily be scraped off the glass, and the soap boils rather thin, with much thin foam, it is too sharp (alkaline), and some oil, preferably stirred up with water, must be added.

At the same time as the adjustment, the moisture content of the soap must be controlled. One must not proceed too far with the addition of lye for adjustment, until the water content is regulated. This can be done by observing the foam on the surface of the soap, and the thick or thin consistency as it approaches correct adjustment. If the soap boils thinly and has much foam on the surface, while the adjustment is still not too sharp (alkaline), it contains too much water. It must then either be evaporated down or restored by the addition of more oil with some strong

If, however, the mass boils thickly and far down in the kettle, when properly adjusted, and shows no foam on the surface. It lacks water, which can easily be remedied by the addition of not too great quantities of water. If there appears on the surface of the boiling soap a little mass of foam the size of one's hand, the moisture content is right, and one can proceed to the exact adjustment with lye as above described. If the foam disappears after the adjustment, more water must be added, while if it increases noticeably, and if the soap itself boils thinner, too much water has been added, and it must be evaporated off.

Many soap-boilers boil the soap down until it shows no more foam and hoils thick and deep down in the kettle. They believe that they can thus increase the yield because this enables them to add more filler. This idea is a dangerous illusion, for it may permit oil droplets, on account of the lack of water, to remain unsaponified,—a bad error, since it means that the finished soap will certainly become

turbid on storage. In any case, it means that a smaller vield of first soap is obtained, which cannot be brought up to a normal yield except by the addition of excessive quantities of filler, which may injure the keeping qualities of the finished soap. I have demonstrated this error repeatedly, both by chemical analysis and by weighing up the actual yields.

(To be continued.)

#### FEATURES OF SOAP MATERIAL MARKET

(Continued from next page)

quirements. The spot supply and nearby arrivals are now very limited.

Olive Oil Foots remain scarce for spot, and November-December arrivals are limited. However, new crop foots for January forward shipment from Italy can be bought at very much lower figures namely, around 8c. per pound New York, as against the spot market of 9<sup>t</sup>4c. per pound. Denatured Olive Oil is quite steady with a good demand, and the price is unchanged, at around \$1.15 per gallon for nearby deliveries.

October 16, 1922

A. H. HORNER.

#### **Industrial Chemicals**

Accompanying the steady expansion of business activities since the new tariff rates went into effect has been a sharp revision in nearly all imported chemical products. Consuming inquiry has been generally active and the market has touched the highest levels since March, 1921. There have been heavy shipments of bleach, caustic soda and soda ash and these products reflect a firm position. While all chemicals are not affected by the new tariff, the strength of imported chemicals has had a tonic effect on the general market. Considerable business has been placed with the large soap makers in caustic potash. It was not so much the new tariff which stimulated trade in the industrial chemicals as the general knowledge that importers know at last where they stand. Before the tariff was enacted foreign productions were selling here considerably below the prices quoted by domestic producers, but this situation has now been equalized. In the case of alkalis prices are still regarded as being on a decidedly attractive basis, so much so in fact that it is reported that there has been a fair amount of contracting for 1923 delivery. With the coal, rail and textile strikes settled consumers show more anxiety to cover their requirements. Soda ash is being held for \$1.75 a hundred in single bags and \$1.95 a hundred pounds in barrels, with producers quoting the contract market firm at \$1.20 for light ash in single bags, and at \$1.40 for barrels for the 48 per cent at the works, while caustic soda is held at \$3.45 @ \$3.50 f. a. s, with sales in less than car lots at 3½ @ 4 cents a pound. The large sellers are holding caustic potash for 6½ cents for the 88 to 92 per cent, while carbonate of potash calcined 80 to 85 per cent is quoted at 5¼ cents and the 96 to 98 per cent at 7 @ 7½ cents. While prices for sulphuric acid have not advanced, there has been a much better buying interest in evidence at \$10 a ton for the 60 degrees and \$15 @ \$16 per ton for the 66 degrees. The contract market for boraxes has shown considerably more life.

#### Other Soap Materials

Encouraging reports received from various sections of the country in regard to the improved volume of general business are reflected in the rosin market by a sweeping advance in practically all grades. A much better demand is reported from Southern markets for export account and the more hopeful turn in the Near East situation, together with the rise in sterling exchange has led to the belief that the improvement in rosins will be sustained. The autumn and winter months are expected to produce good sized inquiries from the domestic trade and already it is admitted that the domestic trade buying is on a more satisfactory basis. Producers do not anticipate any sharp advance in prices for the near future because the statistical position for the time being does not warrant any further substantial appreciation.

# MARKET REVIEW ON TALLOW, ETC.

#### TALLOW

(Written Specially for This Journal.)

The undertone of the market is very firm, with several buyers willing to take further quantities of Extra Tallow at 7c. per pound with sellers holding for 7½c. New York Special and stock similar to this grade is obtainable at 65% @ 634c. The markets in the middle west, also western points, are firmer and higher, and indications point to a sustained level of prices with likelihood of a further advance in values.

Greases are very firm with latest sales at 61/4c for 20 per cent acid brown grease; while light color greases are selling at practically the same price as tallow of similar color.

The very large exports since the early part of this year of both tailow as well as grease foreshadowed the present strength in prices, and it is quite likely that we shall have no recession in values during the remainder of this year.

October 16, 1922

TOBIAS T. PERGAMENT

#### GLYCERIN

(Written Specially for This Journal.)

Since our letter of last month the price of Chemically Pure was advanced to 181/2c per lb., in bulk, at which figure it stands today. The Glycerin market as a whole has been very inactive and rather weak, for the last two weeks. A lack of demand for Dynamite Glycerin and a slacking in the trade for Chemically Pure, has been reflected in a disinclination on the part of refiners to take on Crude, so that the market generally is very quiet. The recent purchases of Crude, in Europe, are now about beginning to arrive and this will give refiners stocks of more than ample proportions. We feel that we are in for a declining market, for a while at least and it may extend over the first of the year, but early in 1923 we shall expect a resumption of the move upward, which started several months ago. The new tariff law makes no change in the duty on Glycerin, but advances drums to 25 per cent, an increase of 5 per cent over the old rates.

October 16, 1922

W. A STOPFORD

#### VEGETABLE OILS

(Il'ritten Specially for This Journal)

All vegetable oils during the past thirty days were very active. Prices of most oils advanced and the markets now are steady though the consuming demand has slightly fallen off in the past few days.

Practically all the distressed Cocoanut Oil is off the market except a few scattered tanks of Manila Oil for prompt shipment. Offerings for forward deliveries are light and these stocks are held by importers who are anticipating higher prices. Buyers and sellers' ideas are apart at present, but should the recent buying demand from consumers be resumed an advance in price is very likely as few resale parcels of Cocoanut Oil are available here. Offerings for bulk quantities of Cocoanut Oil for shipment from Manila are not being made very freely.

and the situation seems to be supported by the strength of the Oriental copra market.

Crude Corn Oil declined in price to a level competitive to Crude Cottonseed Oil. Although there was very little trading in the last thirty days, it was largely due to limited supplies, and a fairly good demand for refined Corn Oil. In the last few days Crude Cottonseed Oil was firm and Corn Oil advanced from its recent low level of 64c, per pound Middle West to 71c, e. per pound. Soya Bean Oil remains unchanged at about 9c, to 914c, per pound New York and is, therefore, too high compared with these other oils.

The Palm Oil market experienced a decided change within the last two or three weeks. Spot stocks were greatly reduced and today both Niger and Lagos grades are quoted at higher figures for spot than for early shipment from Africa. There is a good demand for immediate future re-

(Continued on preceding page)

# SOAP MATERIALS

#### Tallow and Grease

Tallow, New York, Special, 7c. Edible, New York, 8-8% c. Yellow grease, New York, .055%@.0578c. Brown grease, New York, .055%@.0578c.

. 44 44 TILLEY, 100.45	dies never 2 like 1			
RosmSavant	iah, Octobe	r 19, 1922_	*	
Common to goo	d 5.97	I		5.971/
D	5.871.			5 97 3/
E	5 97 1/2	M		5 97 1/2
F				
G	5.95	W. G		6.37 1/2
H	5.95	W. W		6.95
Starch, Pearl, n	er 100 lbs.		\$2.57	-\$2.85
Starch, powderes			2 47	- 2.75
Stearic acid, sins			Q	Ċ.
Stearic acid. don			94,5	C.

Stearic acid, singa pressed, per lb	GC.
Stearic acid, double pressed, per lb.,	932c.
Stearie acid, triple pressed, per lb	11c.
	81/2-19c.
Ulycerine, dynamite, per lb, 1	7 -17"3C.
	13/4-12c.
Soap lye, saponificanon, 80 per cent, loose	
p∈r 1b 1.	3 -13°2°.

Oila

#### 09346104c Cocoanut, edible, per lb.. .. Cocoarm, Ceylon, Dom, per lh. AKIT WHOLTE Palm, Lagos, per 15..... 100734c. Palm, Niger, per lb ..... 061 ac. 08 @0814c. Cotton, refined, per lb., New York..... 101 @ 101/sc Sova Bean, per lb. 1115@12c. Corn, crude, per lb. 0834@09c. Castor, No. 1, per lb..... 13c. Castor, No. 3, per 16. 12%c. Peanut, crude, per lh ... Peanut, refined, per lh... 104/111/4c. 1214 a 13c Olive, denatured, per gal ... 1.15(4)1.17 Olive Foots, prime green, per lb ...... (191 Ju 0934c.

Chemicals	
Soda, caustic, 76 per cent, per 100 lbs	3.65@3.90
Soda Ash, 58 per cent, per 100 lbs	1.75(a) 2.10
Potash, caustic 88/a42 per cent, per cwt.	
f. o. b. Works	061/4@063/sc.
Potash Carbonate, 80a 85 per cent, per	_
lb., N. Y	0514@0614c.
Salt, common, fine, per 100 lbs	nominal
Sulphuric acid, tO degrees per ton	9.50@10.00
Sulphuric acid, 66 degrees, per ton	15.00@16. <b>00</b>
Borax, crystals, per 1b.,	05¼ ≈ 06c.
Borax, granular, per 1b	051/2@06c.
Zinc Oxide, American lead free, per ib	06 @08c.

# American Perfumer

# and Essential Oil Review

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#### LET ALL OF US GIVE THANKS NOV 30!

We sincerely trust all of our numerous clientele, both subscribers and advertisers, will thoroughly enjoy Thanksgiving Day, Nov. 30. There are many reasons, but these are enough:

The tariff is settled temporarily, at least. Business generally is growing better faster.

The revolt in the elections against Volsteadism gives new hope to legitimate users of industrial alcohol that the Congress just elected will curb the fanaticism that now misinterprets and perverts the present law's provisions to the damage of and annoyance of reputable manufacturers in our lines and the chemical industry generally.

# DIVORCE INDUSTRIAL ALCOHOL FROM BEV-ERAGE ENFORCEMENT, IS REAL REMEDY

It does not seem necessary at all to await the slow action of Congress to meet the crisis in the affairs of all legitimate users of industrial alcohol. The remedy is easily and quickly within the power of President Harding, Secretary of the Treasury Mellon and possibly lesser factors in the Administration. Not very long ago it seemed to appear that the Internal Revenue Bureau was at last beginning to appreciate the fact that Prohibition as exemplitied in the Eighteenth Amendment and the Volstead Act was NOT directed against the business interests of the Nation and that BOTH laws recognized the right of legitimate industries to use alcohol freely in their processes. But since then new bond requirements and other drastic restrictions have been put out, which are even worse than what went before. It is now proposed that a legitimate manufacturer's capital may be confiscated in part, or perhaps entirely, in addition to other penalties, for some slight error of an employee, or perhaps a plant by a prohibition

spy, made to save his job, for, to be frank, few men of unimpeachable character care to engage in work of this nature, and in New York 30, 60 and 90 day employment time limits have been placed on the Unit's agents to get cases. Their jobs depend on getting cases.

"Enforcement" is becoming an odious word. It means that because ofttimes unprincipled federal employees wink while bootleggers make fortunes our legitimate industries must suffer. "Enforcement" means also that while bootleggers escape with their ill-gotten gains the Unit drops down hard on legitimate business firms that are not on their private personal "O. K." lists, so the Unit can make a showing in justification of its enormous cost to the taxpayers for a service that is open to criticism, to say the least. The voters in several states had a word to say about this in the November elections. "Enforcement" advocates were invariably defeated. Of course everybody wants to see all laws enforced, within reason, but the Prohibitionists in their fanatical feverish disregard of trade and commerce on both land and sea have made the word "Enforcement" a joke and a by-word.

Prohibition Commissioner Haynes, who is a very estimable gentleman personally, but who has exalted notions about his duties, which apparently are centered in the idea of "Enforcement," regardless of the title of the Volstead Act, and who has a press agent bureau which ignores the rights of legitimate users of alcohol, actually boasts of having out down the withdrawals of alcohol for medicinal and industrial purposes nearly TEN MILLION GALLONS IN ONE YEAR. Now what do you think of that? Here is what Commissioner Haynes sent out in franked envelopes at the public expense showing how in working out "Enforcement" he was curbing and destroying the legitimate alcohol using industries of the Nation:

TEN MILLION GALLONS LESS IN INDUSTRIAL ALCOHOL

"Washington, October 27.—Effectiveness of enforcement is shown by results in curtating the source of supply of whiskey for medicinal use and grain alcohol for industrial and drug purposes. Such curtailment being reflected in the reduction of tax-paid withdrawals of alcohol as measured in tax gallons.

"In the year ending June 29, 1921, withdrawals aggre-

"In the year ending June 29, 1921, withdrawals aggregated 26,275,605 gallons and in 1922 only 16,390,603 gallons. Red liquor withdrawals have been reduced from 12,500,000 gallons in 1920 to an estimate of about 2,000,000 gallons for this calendar year.

"Concentration of bonded supplies in a few centralized warehouses will also make for curtailment and also result in an annual saving of \$300,000."

AMERICAN CHEMICAL SOCIETY GETS INTERESTED

Now comes the American Chemical Society to the rescue. The Journal of Industrial & Engineering Chemistry in its November issue offers at least a temporary solution of the difficulties encountered by alcohol users (pending probable action by the Sixty-eighth Congress, just elected, but not potent until after March 4), which has all of the elements of practicability and which the Administration could put into force without any undue delay. The plan as suggested by

SIGNS OF NEW IMPETUS IN TRADE

Along with the increasing volume of trade throughout the Nation there are many evidences of positive value in showing the substantial gains that are being made steadily in our industries, as well as in business generally. One sign of progress, close at home, is to be seen in THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW, which goes to press this month with a much greater volume of advertising and text than it ever has carried before.

It is a positive sign of the times!

the Journal of Industrial & Engineering Chemistry is as follows and nobody can question its feasibility:

"Since the enactment of the national prohibition act the Governmental conditions surrounding the manufacture, distribution, sale, and use of alcohol for industrial purposes have become so increasingly onercus as seriously to handicap the chemical industry. \* \* In order that the legitimate users of alcohol may not be further hampered and curtailed, we deem it proper to suggest a prompt change of the present procedure along the following lines, which will not contail any modification of cristing law:

"(1) The Commissioner of Internal Revenue should immediately designate a deputy commissioner of internal revenue or an industrial alcohol commissioner to take over the administration of that portion of the law relating to industrial alcohol. The regular collectors of industrial revenue and civil service revenue officers should be designated to assist him, as is customary in the enforcement of other internal revenue laws. The deputy or industrial alcohol commissioner should possess suitable technical knowledge, training, and experience to place the non-beverage alcohol industry and other industries using such alcohol upon the highest possible plane of scientific and commercial efficiency.

"It would be the duty of the deputy or industrial alcohol commissioner to issue basic permits to withdraw and use industrial alcohol of any kind. In this way efficient and scientific administration would be assured, and at the same time the Prohibition Commissioner or Attorney General would be relieved from supervision of legitimate industry and could devote his energy to his proper duty of policing the situation. Furthermore, the two agencies, coördinating, would be a checkup on each other.

"(2) The Commissioner of Internal Revenue should invite the active support and assistance of an advisory committee of technical and commercial experts to assist the industrial alcohol unit in investigating all applications for permits and furthering the uses of industrial alcohol in scientific research.

"(3) Scientine study and research should be encouraged by the establishment of a properly equipped laboratory distinct from policing laboratories and dove ted exclusively to alcohol problems. This would imprestionably result in the development and improvement of donaturation, evolution if new donaturants, perfection of formulas required by specific industries, etc., and would seem to be a logical and sound step in unfolding the prohibition enforcement programme along the limit that will not interfere with industry. If it is not practical to have such a government laboratory, then one should be built and subsidized by the civil, religious and other bodies that are constantly appealing to the public for finids with which to and the Government in enforcing the Eighteenth Amendment and the national prohibition act.

"Method is admittedly a basic chemical essential to our national defense, ridustrial and co-nomic development, and even to the advancement of exclusion itself. Therefore, all who believe in law enforcement should recognize the intolerable situation to which the element industry has been brought by fellure to properly out the the inslustrial features of the law, and should make certain that it is administered as intended by Congress."

#### AMERICA'S PERFUME OUTPUT NOW CLOSE TO \$100,000,000 YEARLY MARK

In a comprehensive history in figures on page 383 we give the government statistics of the growth of the perfumery, cosmetic and interdependent industries for the thirty years ending with the last census. The figures show a growth for the perfumery section of the group without taking into account the values concealed in the other divisions, of \$55,000,000 in three decades, of which nearly \$43,000,000 is credited to the last five years of the period. Assuming that the perfumery and toilet goods industry has held its own since 1919, which it has done without any doubt, the annual output now must be close to \$100,000,000. Probably it is much more,

All of the reports we receive indicate even more than a normal growth in the demand for toilet supplies. It is healthy growth and to some extent in the last year or two may be attributed in part to the unhealthy fad of flapperism, as well as the immoderate attacks of notoriety seeking persons who have condemned cosmetics to Dante's Inferno. It is a peculiar trait of many persons to disregard warnings which seem to them to be baseless, like the "Look Out For The Engine" sign on the railroad crossing which often confronts motorists. The motorists may cross the tracks just to see if the train is coming and probably hundreds of thousands of women have learned to use and appreciate cosmetics through the warnings given by the self-constituted censors of the supposedly evil effects that they say will ensue. Eve will always at least taste the forbidden apple and as relates to cosmetics will surely always use them.

#### LARGE SUMS SPENT FOR ADVERTISING

Giving some idea of the money spent in advertising campaigns is a list compiled by the Curtis Publishing Company of sums spent by fifty leading advertisers in 1921. This compilation includes only the amounts spent in thirty-six publications and does not represent the gross, which in many cases would be much larger, for many other items of advertising expenses are omitted. The lowest figure quoted was \$260,000. Some of the expenditures are as follows:

Joseph Campbell Co., \$1,316,095; Victor Talking Machine Co., \$1,239,693; Procter & Gamble Co., \$1,198,458; Swift & Co., \$694,600; Pepsodent Co., \$680,770; Lever Bros., \$646,277; Barrett Co., \$612,249; Colgate & Co., \$596,781; Fels & Co., \$583,510; Cudahy Packing Co., \$543,090; Palmolive Co., \$524,797; Andrew Jergens Co., \$484,885; Lehn & Fink, Inc., \$448,250; Alfred H. Smith Co., \$371,205; Bon Ami Co., \$350,387; Armstrong Cork Co., \$345,903; Pompeian Co., \$311,591; United Drug Co., \$300,222.

#### WORD "IMITATION" IS OBJECTIONABLE

On page 401 will be found the resolutions passed by the National Manufacturers of Soda Flavors at their recent convention protesting against certain uses of the word "imitation" in connection with the labeling of flavors, as provided in the new Food Regulations. This is a subject of interest outside of the flavor industry, for there is considerable difference in the meaning of "imitation" and "artificial." "Imitation" at once conveys the idea of inferiority, while "artificial" does not necessarily do so. The Bureau of Chemistry ought to give favorable heed to the protest of the association.

# NOTED DOCTOR ADVISES WOMEN TO USE ROUGE AND COSMETICS

(From the New York Times.)

"My advice to the women is to continue to use cosmetics and rouge and enjoy themselves," declared Dr. Charles F. Pabst, noted New York skin specialist and member of the Municipal Civil Service Commission, "Generally speaking," he said, "there is no danger if proper care and hygiene are observed."

To prove his contention, Dr. Pabst said that while serving in the navy during the World War he found that sailors were victims of the same skin disorders as affect women. "I hardly think it will be claimed that those men were users of powder and paint," he observed.

(This is a good item for our readers to utilize in combatting the foes of the legitimate use of perfumes and all toilet articles.)

#### TWO DOCTORS CHOSEN SENATORS

In the election of Dr. Royal S. Copeland, New York City Health Commissioner, to the United States Senate, and of Dr. William Lathrop Love, of Brooklyn, to the New York State Senate, there is reason for optimism on the part of the legitimate users of industrial alcohol. While both were elected on a wine and beer platform by overwhelming majorities, whatever they may do also will act toward relieving honest industries from alcoholic red tape. Anything done towards revising the Volstead and Mullan-Gage laws in the interests of the general public naturally will open the doors for relief to the industries from present oppression.

Both physicians are opposed to saloons and equally opposed to Volsteadism. They are men of courage, good talkers and well grounded in common sense. Their presence in the two Scnates will leaven the dough of farmers and lawyers to the advantage of Nation and State.

Dr. Love acquired some unwelcome notoriety not long ago through distortions of his views on cosmetics by sensational newspapers. What he actually said was that the abuse, not the use, of cosmetics would inevitably ruin the complexion, which nobody will deny. Dr. Love does not like flappers, either, and makes this formula: "Flapper—Frightful, Fat and Forty." He equally dislikes political flappers.

Both physicians have chances to do oceans of good.

#### JAPANESE TRADE RECORD

Recent figures show that trade between the United States and Japan is larger now than ever before. Half of this country's current Asiatic trade is with Japan. Before the war, 42 per cent of our export and import commerce with Asia was Japanese, but since January. 1919, Japan's share has been two-fifths, and in one month of 1921 it was one-half.

Japan's imports from the United States have rapidly increased from \$44,000,000 in 1911 to \$377,000,000 in 1920. In 1921, Japan's importations were at a rate in excess of \$200,000,000 annually, or greater than the aggregate for the years 1911 to 1914 inclusive.

#### ONE GREAT CHEMICAL SHOW IN 1923

Important elements have rallied to the support of the Ninth National Chemical Exposition to be held in the Grand Central Palace, New York, in the week of September 17, 1923. More than 150 exhibitors already have contracted for space and it is understood that many more are contemplating doing so. The Advisory Board, composed of the following eminent men in the industries interested, have issued a strong statement, backed up with excellent reasons, urging undivided and substantial support for the Ninth Exposition:

Chas. H. Herty, president Synthetic Organic Chemical Manufacturers' Association, chairman; Raymond F. Bacon, consulting chemical engineer; L. H. Backeland, president, The Bakelite Corporation; J. V. N. Dorr, president, the Dorr Co.; Henry B. Faber, National Aniline & Chemical Co., Inc.; Bernard C. Hesse, chemist, General Chemical Co.; Henry Howard, president, American Institute of Chemical Engineers; H. E. Howe, editor, Journal of Industrial & Engineering Chemistry; Percy C. Kingsbury, General Ceramics Co.; A. D. Little, president, Arthur D. Little, Inc.; H. C. Parmelee, editor, Chemical & Metallurgical Engineering; R. P. Perry, consulting chemist; Carl G. Schluederberg, president, American Electrochemical Society; Edgar F. Smith, president, American Chemical Society; John E. Teeple, president, Chemists' Club; T. B. Wagner, consulting chemist; David Wesson, Southern Cotton Oil Co.; M. C. Whitaker, president, U. S. Industrial Chemical Co.

The Advisory Committee recites the increasing importance of having a great chemical show annually and deprecates the attempt made to divide the solid front of the chemical industry by holding other or rival expositions. There can be no question regarding the harm that would be done by a division of interests and no doubt the trade generally will agree that the action of the Advisory Board in approving the Ninth Exposition is the best solution of the controversy. The Committee met on November 14 to consider specific plans to make the 1923 show better than its predecessors and looking over the list printed herewith there can be no question regarding the results.

#### FIGHTING THE PASSPORT EVIL

It is hoped Congress, once mere in session, will give early attention to passing Representative Mills's bill (H. R. 12235) to cut the passport fees from \$10 to \$5 and otherwise modify the present law. Passports really ought not to be needed by Americans traveling in some foreign countries, although useful as a means of identification, if for no other purpose. Write in favor of the bill to your Senators and Representatives in Congress. The Merchants' Association of New York, which is fighting to reform conditions thus describes the evil:

"Passports serve as a medium of establishing citizenship. Under present conditions, however, there should be no need of establishing the citizenship of Americans traveling in most foreign countries, and of the citizens of those countries traveling in the United States. The present passport nuisance, therefore, constitutes an unwarranted impediment and handicap to business. Each step in the procedure, and each requirement may seem simple but the effects are accumulative. There is the preparation and filing of the application for a passport, with the necessity of obtaining photographs, proof of place of birth, etc.; the original \$10 fee, and the additional \$10 fee for many of the visés of other governments; the wearisome procedure and delays in obtaining visés at the consulates here; and the repeated annoyance, red tape and exasperating and expensive delays in dingy visée offices abroad. Since the entire procedure is

useless, these difficulties combine to constitute an exasperating burden on the conduct of international business.

"Prior to 1914 the leading countries of the world did not require passports, although they were sometimes carried by travelers. Even including such countries as Germany, where police regulations were unusually strict, the civilized world before the war, was unaccustomed to a universal passport requirement. \* \* \* But, although almost four years have elapsed since the armistice, the passport nuisance still continues, in many instances, with a degree of rigidness approaching war conditions."

# WORLD-WIDE TRADE ARBITRATION

The cause of universal arbitration instead of litigation to settle commercial disputes is making definite strides to wards realization, according to A. J. Wolfe, Chief of the Commerce Department's Division of Commercial Laws. "The combined efforts of the Department of Commerce, trade groups, and bar associations," says Wolfe, "are beginning to get results in the form of a plan, world-wide in its scope providing for the enactment of a national law in this country and for treaty arrangements to make it effective abroad."

"Never perhaps in the history of commerce," he says, "has the feeling been so strong that arbitration is the true solution of difficulties arising between honorable merchants both at home and abroad." He attributes the recent epidemic of cancellations as the principal factor which has rallied so much support to the plan. In his opinion, arbitration offers an equitable substitute for protracted, expensive, and friend-ship-destroying litigation which will work to its greatest advantage in foreign trade transactions wherein the contracting parties are so often thousands of miles apart.

An arbitration law which permits merchants to agree to arbitrate their differences and by which the awards of arbitrators have the force of judicial verdicts, now exists in the State of New York.

# GETTING 1,000 YEARS OF EXPERIENCE

"If I have had twenty years of experience and I exchange ideas frequently with fifty other men of equal experience, then I have the advantage of 1,000 years of experience to apply to my business problems."

The man quoted above, who has made a wonderful success in his business, added that one single idea he had picked up af a trade convention had netted him many thousands of dollars. Naturally he is a firm believer in trade clubs, societies and associations. These organizations in the industries in which our readers are interested, with the exception of soaps, the chief interests of which are cared for in connection with other associations are prosperous, progressive and efficient in their activities. They give practical trade help to their members in countless ways and the cost of affiliation is comparatively trifling.

#### "THE PERFUMER" IN SEALED ENVELOPES

Our subscribers, beginning this month, will receive their copies of The American Perfumer & Essential Oil Review in scaled envelopes, an innovation which no doubt they will appreciate, for it tends to insure delivery in better condition than when sent in unsealed envelopes. This is the first time that an issue of a trade journal has ever been sent through the mails in this country in scaled envelopes except at full letter postage.

#### BIG GROWTH IN TOILET ADVERTISING

Large sums are being spent in constantly increasing size in advertising toilet goods and 1923 appropriations are now being made. Figures are available relating to only one of many periodicals, the American Weekly, but they are wonderfully illuminating. Seven items are selected for comparison, the figures showing the amount of the original appropriation and the sums planned to be spent next year in this single publication in advertising the goods mentioned:

	Be	egan at	Raised to
A	shampoo, in 1918 spent	\$6,500	\$110,000
A	face cream, in 1920 expended	44,000	88,000
	face powder, paid out in 1920		138,400
Α	tooth paste, started in 1920 at	12,000	66,000
	perfume, appropriation 1920 was		120,000
A	toilet soap, in 1920 expended	22,000	120,000
	drug product, 1920 appropriation		142,101

The significance is that in one publication only, seven firms in our industries have increased their advertising appropriations more than \$500,000 in a very short time. It would be interesting to compile the figures for hundreds of other firms that advertise perfumes, cosmetics and other products of a related character in thousands of ways, but unfortunately the statistics are not available. The total would run well up into the millions. That advertising pays again is demonstrated and once more evidence is given of the phenomenally growing demand in America for toilet requisites.

#### FEATURES OF OUR FOREIGN TRADE

Government figures of our foreign trade for August and for eight months of the calendar year 1922 are encouraging, except for the soap export situation.

Essential oil imports in August were \$353,156, a heavy increase over July and \$160,000 more than in August a year ago. For the eight months the value was \$3,458,981, an increase of \$864,000. Exports of essential oils for August were \$65,562 and for the eight months, \$541,287, both showing small gains over the 1921 periods covered.

Imports of perfumery, cosmetics, etc., for August are put at \$538,247, slightly smaller than in July, but \$135,614 more than in August, 1921. For the eight months: \$4,589,775, being \$761,725 more than a year ago. This indicates that the sale of foreign perfumes and cosmetics in this country is increasing at an average close to \$100,000 a month, but this is considerably less than the growth of imports of raw materials by American manufacturers.

August exports of perfumery, cosmetics, etc., from the United States were \$459,456, a drop from July, but \$66,-380 more than a year ago. Eight months: \$3,929,217, an increase of \$887,226 over the period in 1921.

Soap figures are remarkable. In the eight months, the exports were \$5,714,681, a drop of \$356,533 from 1921, while the imports, placed at \$657,362, represented an excess of \$310,688 over last year for the same period. August figures, going both ways, showed small gains.

#### EXPORT SALE PRICE TO U. S. GOVERNS

In a decision this month relating to an importation of mechanical toys by Borgfeldt & Co. from Germany Judge McClelland, of the Board of General Appraisers, set forth some interesting principles of general application. Judge McClelland ruled that, under the provisions of Section 302 of the Emergency Tariff Act of 1921, it was not the purpose of Congress to make the prices in export sales to any

# **OUR ADVERTISERS**

# THE TIN DECORATING COMPANY OF BALTIMORE

Decorated Tin Packages for Candy and Confectionery, Cakes and Crackers, Toilet Articles, Cigars and Tobacco, Tea, Coffee and Spices, Metal Signs and Novelties, Druggista' Specialties, Utility Boxes, Trays, etc.

BALTIMORE, MD.

AMERICAN PERFUMER & ESSENTIAL OIL REVIEW, 14 Cliff Street, New York, N. Y.

Gentlemen: Our use of The American Perfusier & Essential Oil Review as an advertising medium has been very satisfactory to us. We have had a number of inquiries which we know were the result of the advertising, and a number of others which we feel quite certain were.

Yours very truly, THE TIN DECORATING COMPANY OF BALTIMORE.

other country than the United States the basis for duty appraisement by American customs officers. This ruling takes an added importance in view of the fact that the principle of customs appraisement, provided for in the Emergency Tariff Law, was incorporated in the provisions of the new tariff law. The decision in part says:

"It is the purpose of the law, as I read it, that comparison shall be made between the market value of the merchandise for home consumption in the country of production or sale with the prices for export to the United States of such merchandise, and that whichever of these two sets of prices is the higher shall be taken as the basis for appraisement.

\* \* \* The prices of this merchandise for home consumption in Germany are lower than the prices to Borgfeldt & Co., and the prices for export to foreign countries, other than the United States and Canada, although higher than such home consumption in Germany, can not be made the basis of appraisements."

#### DO YOU REALIZE FIRE LOSS EVIL?

The fire loss in the United States for one year placed in pennies would reach eleven times around the earth and then across the United States.

The fire loss in the United States would pay the National debt, prior to the world war, in four years.

The French people have said of Americans, "They are mighty builders and mighty burners."

Fires in the United States cost about \$500 a minute.

The average fire loss in the United States during the last ten years increased 68.59 per cent. The increase in population was 20.67 per cent.

Carelessness costs this nation a \$450,000,000 fire waste every year.

The fire loss in the United States would pay the cost of the Panama Canal in two years

Isn't it time something is done to put a stop to it? Are you using all preventive measures?

#### Keep Stoking

"Advertising is pretty much like running a furnace. You've got to keep on shoveling coal. Once you stop stoking, the fire goes out. It's strange that some people's imagination can't compass this fact," says William Wrigley, Jr.

## DOES HIGHEST ESTER CONTENT ASSURE BEST VALUE TO BUYER?

Discussing this question a writer in the London Persumery & Essential Oil Record makes observations which are summarized as follows: While the ester content may be of the greatest importance in the case of oils such as thyme, eucalyptus, anise, etc., the same is not true with oils like lavender, neroli and rose. It is necessary to differentiate between two essentially distinct factors-bouquet and body or soap-making value. Thus, the bouquet of lavender in no way depends on the ester content, but on substances discovered after much patient work. The standard analysis is perfectly useless in determining the prime factor in bouquet. The strength of the essence for soap-making is the sum of the strengths of its elements taken separately. Linalool is found partly free, partly as ethereal salt, the strength of the latter exceeding that of an equal weight of linalool itself, and other things being equal, the essence having the higher ester content (linalyl acetate) will be equally of the highest odor The other constituents (unknown elements), however, must be equal to those which give the bouquet, and which have considerable influence in determining the perfume. It is exactly because nothing is known, analysis being rilent on this spirit what it is impossible to any that the above silent on this point, that it is impossible to say that the absolute measure of the power of an essence depends on its ester titration. It is at best nothing more than an approximation. In this connection, the results of the examination of three different samples of lavender oil are

#### STEARATE OF MAGNESIA

The manufacturers of face powders have enthusiastically adopted stearate of zinc, on account of its well-known properties of lightness, adherence and whiteness, says La Parfumerie Moderne, which adds: Any powder that does not contain 5 or 10 per cent of stearate is now considered an inferior product, and justly.

But the experimenters never let the manufacturers rest in peace,—every progressive step is followed by another. This is particularly true in matters of chemistry, and now we have a newcomer which promises, if not to supplant zinc stearate, at least to divide with it the glory of conferring the tint of the lily upon the faces of our modern

Stearate of magnesia is a very white substance, of practically immeasurable fineness (its particles have no appreciable diameter, even under the highest magnifications), of an unparalleled unctuousness, and it is said, possessed of cosmetic properties superior to those of the zinc salt, which is said to be more drying to the skin than stearate of magnesia, and less suitable in cases of inflamed skin.

Stearate of magnesia is lighter than stearate of zinc; it gives more volume with less weight; it dusts out under the puff like the finest pollen; therefore a little less of it is usually used than of its predecessor.

Its price is the same as that of stearate of zinc. Here is, then, a material which deserves the attention of the manufacturer of face powders.

#### Industrial Alcohol in the Philippines

Philippine Journal of Science, Vol. 21, No. 1, contains an interesting paper on the "Manufacture of Industrial Alcohol and Alcohol Motor Fuel in the Philippine Islands," by Howard Irving Cole, chemist, Bureau of Science, Manilla. The article goes into the subject comprehensively from source of supply of raw materials to the finished product and furnishes a bibliography on alcohol motor

#### A Good Laugh for Everybody!

"Office boy wanted; chance for advancement; Christian firm; call Mr. Cohen, Room 200, - Building."-The World.

# OUR WEATHER BUREAU REPORT

(Prepared Exclusively for This Journal.)

TRADE TEMPERATURE: Greatly improved and rising steadily. FORECAST: For New York, Chicago, New Orleans, San Francisco, Boston, St. Louis, Louisville, Rochester, Atlanta, Toronto, Philadelphia, Montreal, Seattle, Los Angeles, Providence, R. I., and practically other parts of the North American Continent: continued and ratid improvement in business, with lower temperature out of doors and higher volume of trade indoors.

BUSINESS BAROMETER: Strong favorable upward movement: dry depression strong.

Our own business weather prophet, Roger W. Babson. the noted statistical expert, who often has sized up the trade winds, pointed out the rocks ahead and charted the calm business seas of commercial safety for our readers during the last ten years was here November 10 and gave a large assemblage in Cooper Union the benefit of his prophetic and statistical wisdom. Here is his prognostication in a nutshell: Fundamental business conditions have improved to such an extent that they now furnish the basis for genuine prosperity in this country. The overextension among business concerns and the habits of extravagance and waste on the part of the people as a whole have now been largely corrected. People are beginning to produce more than they consume. The position of business houses is decidedly better. Reports show that in most cases inis decidedly better. Reports show that in most cases inventories have been sufficiently written off. Stocks of goods have been cut down and there has been no overbuying. The same progress has not yet been made in reducing retail prices, but this will follow. Failures are fewer. The peak of losses apparently has been passed. Prices are becoming stabilized. A shortage in goods may even be witnessed in some lines. All signs point to a stiffening in commodity prices this winter, although the long swing trend may continue downward. long swing trend may continue downward.

NEW YORK-Federal Reserve Bank, Dun's, Bradstreet's and other commercial agencies report a steady improve-ment in business conditions and are optimistic.

Kresce—This company reports gross sales for nine months ended September 30, 1922, of \$42,344,749 against

\$36,868,609 a year ago.

Cowns—Robert M., vice-president of the American Railway Express Co., says all that is needed now for genuine commercial prosperity is "coolheadedness, cheerful outlook and confidence in the future," adding that "every month, every week, every day shows some improvement."

Woolworth—Department store reports sales for October (\$15.774.126 the largest in its bitters are in the store of the store

of \$15,774,126, the largest in its history, an increase of \$1,365,654 over October, 1921. Sales for the first ten months of the current year total \$125,001,160, an increase of \$14,659,361. Is business growing?

WASHINGTON—Business volume as shown by Reserve Board is \$100,000,000 better than it was a week ago and Bank loans show heavy increase. Wholesale is gaining. lines report larger sales.

ALBANY-New incorporations for October show big Twenty-three companies have a capitalization of \$5,950,000. CHICAGO—Business has reached the largest volume since the spring of 1920, with a more healthy feeling all around

and a strengthening in values of many commodities. BERMUDA—America's growing trade prosperity is re-flected here by the increased demand for anti-Volstead

articles of commerce.

#### A Cosmetic Ballad

As rare as a clam in restaurant chowder, As rare as whisky in a hooch-selling place, As rare as a cop when a crime is committed Is the girl of today without rouge on her face.

For which all lovers of beauty should be truly thankful. Our idea of a drab world is one inhabited by paint and powderless women.—New York Telegraph.

# \$342,000,000 GROWTH IN VALUE IN THREE DECADES OF PROD-UCTS OF PERFUMERY AND GROUPED INDUSTRIES

United States Census Final Figures on Last Enumeration Show Perfumery Output to Have Advanced from \$4,600,000 to Nearly \$60,000,000-Toilet Preparations, Included in Druggists' Survey, Show Even More Phenomenal Gains-Nearly \$15,000,000 a Year of Alcohol Used

In the new census figures, as they have been compiled, it is difficult to separate from the statistics of allied industries vast quantities of products that ought to be classified closer to the perfumery group than they have been in the official figures given out at Washington. In our issue of July, 1921, we gave an advance brief summary of the results of the 1919 census, which showed an enormous growth in the value of perfumery and cosmetic products in the previous five years. Now the official figures are available, and they are given in some detail herewith, comparisons running back for thirty years. They are arranged so that anyone may grasp the growth easily.

Of the separate divisions in the allied group the statisticians, so far as possible, have worked on this principle: Druggists' preparations include, in the main, articles of manufacture for use by druggists in compounding medicines to be dispensed upon physicians' prescriptions. Patent medicines and compounds are those sold under the protection of a patent, copyright or trade-mark, or prepared according to secret formula. Perfumery and cosmetics embrace toilet preparations, toilet waters, cold cream, etc., and perfumes. Each establishment is classed according to its principal products in one of these industries, but in many cases an establishment manufactures products pertaining to more than one branch, and there is also a large production of these commodities by establishments that fall under other classified industries. It will be seen that it is difficult to segregate all of the perfumery items.

The official report includes drug grinding, with which we are not dealing here. There is a table of products by

	1919		1900	1904	1899	1889	FER CENT DICREASE,		
		1914					1914- 1019	1900- 1914	1904-
THE INDUSTRIAL GROUP.								,	
Number of establishments	3,560	3,915	3,642	2,777	2,154	3,069	-6.7	4.8	31.1
Persons engaged	63,985	15, 856	41,101	32,218	(1)	(3)	39, 5	11.6	27.
Capital	\$278, 294, 501	\$127,721,551	199,942,150	\$75,607,029	\$56,172,646	\$25,460,538	117.9	27.8	32.
Salaries and wages		35, 587, 443	26.901,013	17, 488, 264	15, 175, 024	7,910,581	109.0	33.3	50.
Cost of materials	170, 104, 919 386, 369, 132	66, 339, 943 167, 372, 129	30, 375, 665	39, 494, 299	31,949,890	15,571,187	156.4		27.
Value of products	216, 264, 214	101,032,196	141,941,602 91,365,937	117, 435, 874 77, 941, 585	88,790,774 56,840,884	43,910,120 28,338,933	130, 8 114, 1	17. 9 10. 3	20,
DRUGGISTS' PREPARATIONS.									
Number of establishments	324	416	. 375	240	173	41,806	26.0	10.9	56.
Persons engaged	22,509	11,506	11,408	10,304	(2)	(2)	55, 6	0.7	39.
Capital	\$102, 129, 257	\$46,638,008	\$37,767,112	\$25, 152, 363	\$16,001,840	\$4,624,814	119. D	23. 5	50.
Salaries and wages		11,799,490	10,028,713	5,967,095	4, 229, 124	1,938,700	115.9	17.7	GA
Cost of materials	55, 138, 475	22,934,723	17,817,006	13, 419, 635	10, 814, 432	2,411,851 6,659,797	140. 4	28.5	33.
Value of products	114,593,486 59,455,011	4×,000,654 25,074,931	43,958,479 26,111,473	31,782,250 18,362,615	22,714,899 11,900,457	6,659,797 4,247,946	138. 7 137. 1	9.2	38.
PATENT MEDICINES AND COMPOUNDS.	:	, , , , , ,	20,111,110	10,000,000	11,000,001	, 4,541,640	101.1	1	12.
Number of establishments	2,467	2,903	2,838	2,245	1,719	1,127	-15.0	2.3	26.
Persons engaged	31,970	25,927	22, 476	18,770	(8)	(2)	23, 3	15. 4	19.
Capital		\$71,436,840	\$55, 386, 674	\$45,611,640	\$36,677,833	\$15,596,823	100.9	29.0	21.
Salaries and wages	38, 485, 025	20,039,539	14,233,422	10, 275, 541	9,619,350	5,094,202	92.0	40.8	38.
t'ost of materials	88 819 417		26 104 628	21, 293, 051	18,000,441	11 (130 916	147.1	33.6	26.
Value of products	212, 162, 255 123, 342, 838	35,940,434 102,463,374	83,771,154	74,820,785	58,988,181	32,620,182	107. 1	22.3	12.
	120,012,000	06, 522, 940	50, 876, 526	53, 227, 714	40, 987, 710	21,589,286	85. 4	17.0	6.1
PERFUMERT AND COSMETICS.									
Number of establishments	569	496	629	292	202	157	14.7	15.6	46.1
Persons engaged	9,446	5,421	4,217	3,174	(8)	(2)	74.2	28.6	302.1
Proprietors and firm members	373	384 2,110	358 1,484	276 816	(1)	(4)	71.4	7.3	29.
Wage carners (average number)	5, 405	2,897	2,373	2,082	1,764	1,396	86.6	22.0	14.
Primary horsepower	2,196	1,913	1,375	814	671	480	14.8	39, 1	BR
Capital	\$32,066,633	19,646,613	\$6,788,364	\$1,843,028	83, 490, 173	\$2,238,901	230.0	42.1	40.
Salaries and wages		3,748,414	2,641,878	1,645,628	1,326,311	877,679	177.8	41.9	60,
Wages	6,430,011 3,983,016	2,469,515 1,279,899	1,647,657 994,221	877,091 768,537	757, 693 568, 646	376,159 501,520	1 <del>0</del> 0. 5 211. 2	49. K 28. 7	97. 9 29.
Paid for contract work		, ,	23,170	4,030	(8)	(2)	1,059.8	-16.2	474.
Rent and taxes	2,604,440	19,407 502,854	317,567	4 184, 378	(8)	(1)	417.9	584, 3	72.
Cost of materials	. 28, 147, 026	7, 464, 780	5, 634, 031	4,781,603	3, 135, 017	2, 128, 420	250. 3	32, 5	
Value of products	59, 613, 391 33, 466, 365	16,899,101 9,434,315	14,211,969 8,577,938	11, 132, 859 6, 351, 256	7,057,704 3,952,687	4,630,141 2,501,721	252, 8 254, 7	18, 9	27. 35.

<sup>&</sup>lt;sup>3</sup> A minus sign (-) denotes decrease.
<sup>2</sup> Figures not available.

Figures not strictly comparable.

Exclusive of internal revenue.
 Value of products less cost of materials
 Includes custom and neighborhood shops.

states, and others show details of wage earners in various aspects, hours of labor, size of establishments, character of ownership and number and horsepower of prime movers.

The preponderance of small establishments is most pronounced in the "Perfumery and cosmetics" industry, where the groups of "No wage earners," and "1 to 5 wage earners" comprised 80.1 per cent of the establishments in 1919.

The establishments engaged primarily in the manufacture of druggists' preparations show the highest average values per establishment, namely, \$218,690 in 1919, \$115,408 in 1914, and \$117,223 in 1909. Next comes the perfumery and cosmetics industry with an average value of \$104,769 in 1919, \$34,071 in 1914, and \$33,128 in 1909; and then patent medicines and compounds with \$86,000 in 1919, \$35,296 in 1914, and \$29,518 in 1909.

The establishments grouped within the report used alcohol as follows in 1919; Grain (Ethyl), 2,962.842 gallons, costing \$14,379.871; denatured, 796.871 gallons, costing \$524,049;

wood (methyl), 73,208 gallons, costing \$106,147

wood (methyl), 73,208 gallons, costing \$100,147.

In the output of toilet preparations perfumery and cosmetics these values above \$1,000,000 by states are given: New York, \$26,708,960, (as against \$7,507,864 in 1914); Illinois, \$10,095,574 (as against \$1,852,055 in 1914); New Jersey, \$4,579,407; Ohio, \$4,532,300; Massachusetts, \$3,749,579; Michigan, \$3,582,427; Pennsylvania, \$2,103,072; Tennessee, \$1,726,681; Missouri, \$1,638,899; Iowa, \$1,435,263.

#### LABEL AN IMPORTANT STEP IN SUCCESS IN MARKETING PERFUMES AND COSMETICS

By S. W. VAN NESS, OF THE DENNISON MANUFACTURING Co., OF FRAMINGHAM, MASS.

Impressions, especially first impressions, count and count big with the perfumery manufacturer. His appeal must be to the eye first and to the taste second. He must attract attention to his product. Once that is done he can talk powder and perfume. That talk he does through the quality of his merchandise-the first, through the daintiness and attractiveness of his package,

The perfumer who is doing the business is the perfumer who drew attention to his product by packaging it in a box that demanded attention. The market for his products includes all the women in the world with all their craving and desire for beautiful and dainty things. Therefore, it is up to the manufacturer to package his products in such a manner that they will hold a strong appeal to those desires. If he has done so, half of his job is accomplished and his product will sell. Then the re-sale depends upon the quality and worth of the powder and perfume.

Too many perfumers are apt to overlook one little point in their packaging that is of great worth—the label. There is not one single thing that can do more to mar the appearance of a package than a cheap looking label and vice versa, nothing can so improve the appearance as a high grade label. The perfumer should remember that the label carries the trade name of his product and it is that name that he wants placed in the minds of the consumer in such a way that it is going to stay there. One good way of doing this is by completing his package with a label that will have such an appeal through its daintiness and attractiveness that every time the consumer thinks powder or perfume, her mind's eye immediately visages that label and when that happens, it means another sale.

The perfumer knows full well the value of advertising and realizes that only by constantly plugging away can he keep the worth of his advertising up to his standard. label that he uses on his product is advertising of the best kind, for it is an advertisement that is in contact with the

product of which it speaks.

The perfumer will find that the cost of packaging his product in high grade boxes sealed with attractive labels will be far more than offset by the attention attracting value such packaging holds,

MANUFACTURE OF ESSENTIAL OILS; 1921

The Department of Commerce announces that the census reports show a considerable decrease in the activities of the establishments engaged primarily in the manufacture of essential oils (not including synthetic or artificial oils) during 1921, as compared with 1919. The total value of products reported amounted to \$3,271,120 in 1921, and to \$5,698,403 in 1919, a decrease of 42.6 per cent. Comparison with 1909 can be made by reference to our August issue, page 249.

Of the 35 establishments reported for 1921, 10 are in Connecticut; 7 in Indiana; 6 in Michigan; 5 in New York; 4 in New Jersey; and 1 each in California. Pennsylvania, and Tennessee. New Jersey, the leading state in the industry in 1921, produced 38.2 per cent of the total value of

products in that year.

The decrease in production has been accompanied by decreases in the number of persons employed, in the total amount paid during the year in salaries and wages, and in the cost of materials. Considerable fluctuation is noted in the number of wage earners in 1921.

The returns indicate that the combined output of all establishments was approximately 56 per cent of the maximum capacity based upon a demand requiring full running time. Details follow:

19211   19191   Decreases				Per cent of
Persons engaged   391   493   20.7     Proprietors or firm members   24   74       Salaried empl-yees   73   98       Wage carners (average number)   294   321   8.4     Salaries   3513,328   \$620,003   17.2     Salaries   \$145,837   \$2,28,790   36.3     Wages   \$367,491   \$391,213   6.1     Contract work   \$2,282   \$2,000   *14.1     Cost of materials   \$2,437,876   \$3,903,417   37.5		19211	19101	Decreases
Proprietors or firm members.	Number of establishments	3.5		
Proprietors or firm members.   24   74   74   75   73   78   78   78   79   79   79   79   79	Persons engaged	391	493	20.7
Salaried empl-yees         73         98           Wage carners (average number)         294         321         8.4           Salaries and wage payments         \$513,328         \$620,003         17.2           Salaries         \$145,837         \$228,790         36.3           Wages         \$367,491         \$391,213         6.1           Contract work         \$2,282         \$2,000         *14.1           Cost of materials         \$2,437,876         \$3,90,417         37.5		24	74	
Wage carners (average number)     294     321     8.4       Salaries and wage payments     \$13,328     \$620,003     17.2       Salaries     \$145,837     \$2,28,790     36.3       Wages     \$367,491     \$391,213     6.1       Contract work     \$2,282     \$2,000     *14.1       Cost of materials     \$2,437,876     \$3,903,417     37.5		73	98	
Salaries and wage payments     \$513,328     \$620,003     17.2       Salaries     \$145,837     \$2,28,790     36.3       Wages     \$367,491     \$391,213     6.1       Contract work     \$2,282     \$2,000     *14.1       Cost of materials     \$2,437,876     \$3.903,417     37.5		294	321	8.4
Salaries         \$145,837         \$228,790         36.3           Wages         \$367,491         \$391,213         6.1           Contract work         \$2,282         \$2,000         *14.1           Cost of materials         \$2,437,876         \$3,903,417         37.5		\$513,328	\$620,003	17.2
Wages \$367,491 \$391,213 6.1 Contract work \$2,282 \$2,000 *14.1 Cost of materials \$2,437,876 \$3,903,417 37.5		\$145,837	\$228,790	36.3
Contract work \$2,282 \$2,000 *14.1 Cost of materials \$2,437,876 \$3,903,417 37.5		2367.491	\$391,213	6.1
Cost of materials \$2,437,876 \$3,903,417 37.5		\$2,282	\$2,000	*14.1
		\$2,437,876	\$3,903,417	37.5
			\$5,698,404	42.6
Value added by manufactures. \$833,244 \$1,794,987 53.6			\$1,794,987	53.6

<sup>&</sup>lt;sup>1</sup> Figures for 1921 do not include establishments reporting products under \$5,000 in value, thus excluding 33 establishments which employed 16 wage earners and in the aggregate rejurited products to the value of \$77,911. The figures for 1919, however, include 32 such catabilishments, which employed 19 wage earners and reported products valued at \$90,544.

valued at \$90,544.

\*\*Percentages omitted where base is less than 100.

\*Value of products less cost of materials.

Products	1921	1919	Per cent of Decreases
Total value of products	\$3,271,120	\$5,698,404	42.6
Oil of:			
Peppermints Pounds	152,134	236,233	36.6
Value	\$368,353	\$1,276,136	71.1
Spearmint* Pounds	99.056	29,985	*230.4
Value	\$356,274	\$145,709	°144.5
Cleves Pounds	199,200 ]		
\'alue	\$335,376		
Nutmeg	19,795		
Value	\$21,939	\$2,950,961	45.0
Sandalwood Pounds	23.835	401,001,000	
Value	\$178,968		
Other oils	\$1,086,507		
Witch-hazel extract Gallons	(4)	510,110	
Value	(4)	\$449,938 }	
			30.3
All other products Value	\$923,703 j	\$876,660 }	
T- T			

1 Denotes increase.

Crude and refined are combined to avoid disclosure of operations of individual establishments.

Crude only. No refined spearmint reported in 1921 or 1919.

Included in all other products to avoid disclosure of operations. of individual establishments.

#### Calls "The Perfumer" a "Business Bible"

(Charles F. Butts, Chas F. Butts Mig. Co., Toilet Preparations, Perfumery, Flavoring Extracts, Etc., Willis, Texas.)

Again I hand you my \$2 check for my year ending next April. It seems that your AMERICAN PERFUMER gets better and better. In fact it is our Business Bible and we swear by it. Most things these days need "strong language" used at them, but not so THE AMERICAN PERFUMER. Keep the good work up.

# INDUSTRIAL ALCOHOL BIG ISSUE NOW AT WASHINGTON

Losers by 10,000,000 Gallons Curtailment in Year Take Grievance Up to President Harding-May Ask Haynes's Removal-Warning on Bond Permits-Formulas Changed and Modified Again-One Company Vindicated After Long Delay

T. D. 3398 to Be Rescinded

After going to press this information came to us from

R. H. Bond, chairman of the Legislative Committee of the F. E. M. A.:

"Am just in receipt of advices, over long distance telephone, from my correspondents in Washington who have this morning been in conference with D. H. Blair, United States Commissioner of Internal Presents United States Commissioner of Internal Revenue, that he has advised them that the Treasury Department has receded from its position with regard to the iniquitous 25 per cent liquidated damage clause in the bonds required of users of non-beverage alcohol, and that TREASURY DECISION 3398 will be rescinded at once.

"This is one of the most splendid victories we have ever won. It has been the hardest fight and one of the most bitterly contended battles in which our industry and the trades have ever engaged, and all users of nonbeverage alcohol are to be congratulated at the successful result of the fight against this iniquitous measure. "This information is authentic. Details will follow

WASHINGTON. November 18.—The fight of legitimate American industries for the right to use industrial alcohol as guaranteed by Act of Congress has been growing steadily and at last has reached President Harding. The business and professional interests of the Nation apparently have become thoroughly aroused and drastic reforms in the administration of the Prohibition Law are demanded.

Some of the protestants even are going so far as to suggest the removal of Commissioner Haynes for violating the law. They cite the title of the Act: . . . "and to insure an ample supply of alcohol and promote its use in scientific research and in the development of fuel, dye and other lawful industries." It is made the duty of the Commissioner to carry out the law.

Next is cited Haynes's official statement of October 27 that "the effectiveness of enforcement" has within a year cut the use of alcohol for medicinal and industrial purposes

from "26,275,605 gallons to 16,390,603 gallons."

This, it is argued, shows on Haynes's own statement that he has violated the law he is charged with enforcing, by so "effectively" enforcing it as to nullify and in fact reverse the purposes of the Act as it specifically relates to legitimate industries which use alcohol.

#### Many National Organizations Interested

The fact that the Prohibition Unit, by the admission of its chief, has cut down the supply of industrial alcohol nearly 10,000,000 gallons in a year has added fuel to the flames of revolt that were started by the confiscatory bond form 1530, which is provided for in Treasury Decision 3398, effective December 3, 1922. This ruling provides for a liquidated super-penalty of 25 per cent of the amount of the postulities's bond in addition to all other postulities for the permittee's bond, in addition to all other penalties, for even a slight infraction of the law, technical or otherwise, and it is enforceable forthwith. Its manifest unfairness has been fully set forth in this correspondence and elsewhere in your journal

Despite the fact that hearings were held at which the opposition to Bond 1530 was strongly voiced the Prohibition Unit has issued a statement that there have been only "fewer than a dozen" protests against the 25 per cent

excess penalty clause.

Here is a list of some of the organizations that are cited in opposition to this drastic regulation:

American Manufacturers of Toilet Articles. National Wholesale Druggists' Association. Flavoring Extract Manufacturers of United States. National Association of Retail Druggists.

American Pharmaceutical Association. American Chemical Society. The Proprietary Association of America.
American Drug Manufacturers' Association.
Numerous State and City trade associations,

#### Would Separate Business From Booze Enforcement

One of the developments is the launching of a movement under the auspices of prominent members of the American Chemical Society to obtain justice for the legitimate users of alcohol both in business and in the professions. The plan as outlined is to segregate the Enforcement Unit and create a Promotion Unit to take care of the industrial alcohol phases of the situation and carry out the purposes of the law as plainly stated therein. The plan could be put into effect without the need of new legislation and would be simple in its operation. It has met with considerable favor and strong representations will be made in its behalf to President Harding. (Details of this proposal will be found on critical pages 128 found on editorial page 378.

It is the belief of shrewd observers here that the time

is ripe to obtain needed reforms in prohibition enforcement and that all the sufferers are required to do is to get busy and shower their protests into the White House and also

to the Senators and Representatives.

# Senators Favor Volstead Law Modification

Senator Smoot of Utah and Senator Spencer of Missouri are among the latest accessions to the ranks of statesmen who have become convinced that the repeal or modification of the Volstead Act is one of the big issues now confronting the American people. Both Senators have given public utterance to the belief that it is an issue which will not down. Congress will be compelled to take action upon it in the early future, and it is easily possible according to the Utah Senator that a coalition might be formed between the wets and the farm bloc to liberalize the existing laws. Coming from this source the announcement is of extraordinary significance.

The recent election and the large accession of "wets" in the Congress that takes office March 4 is already reflected in various other ways that are construed as favorable to an

era of justice for legitimate users of alcohol,

Commissioner Haynes got a heckling when he appeared before the House Appropriations Committee in support of his request for \$9,000,000 to enforce the dry law in the next fiscal year. Representative Gallivan brought out and criticised the employment at public expense of a press agent, a minister and a woman as part of the propaganda in behalf of prohibition. No action was taken, but a heavy cut is considered probable,

Representative Tinkham (Mass.) one of the pronounced wets reelected, is back in Washington planning to lead the wet campaign in Congress. He rejoiced in the defeat of Representative Volstead.

# Substitution of New Permit Bonds for Old

A. Homer Smith, secretary of the Drug Manufacturers' Association, has issued a warning to any permittees who may be forced to file the new super-penalty bond 1530 to file with it a reservation of rights and protest in substan-

tially the following form:

"Notice is hereby given that the undersigned files the annexed bond under protest and duress because the United States of America, its officers or agents are not authorized by the national prohibition act or other existing laws of the United States of America to compel or require the undersigned to furnish an undertaking containing the terms and conditions of the annexed bond as a condition precedent to the issuance of a permit to the undersigned to lawfully procure and use alcohol under title 2, of the National Prohibition Act.'

Mr. Smith points out that unless this is done the per-

mittee will be unable to obtain redress if the regulation is annulled after the 25 per cent extra penalty is enforced.

## Rubbing Alcohol Formulas Changed

Collectors of Internal Revenue are receiving the following notice in connection with compounded alcohol for rub-

bing purposes from the Commissioner:

Effective thirty days from the date hereof (Nov. 15) all manufacturers qualified to withdraw and use specially denatured alcohol for the preparation of compounded rubbing alcohols to be used as liniments for external purposes, must withdraw Formulas 23-A, 37, 39-A or 39-B for this purpose, the particular formula so withdrawn and used being pursuant to approved application on Form 1479 and manufactured on the premises of the bonded manufacturer pursuant to formulas approved by the Department.

"Wherever Formulas 39-A or 39-B are withdrawn for this purpose it is hereby provided that the denaturer shall add to each 100 gallons of the two specified formulas, as now authorized, three eighths of a gallon (three pints) of approved benzol, of the quality specified below. Permittees must clearly specify in writing to the denaturer or bonded dealer that the benzol modification of Formula 39-A or 39-B for external liniments is desired. Failure on the part of bonded manufacturers to procure these modified formulas from the denaturer or bonded dealer, for use in place of Formula 39-A or Formula 39-B now authorized, and to prepare finished compounded alcohols with such modified formulas, will be deemed sufficient cause for the withdrawal of the authorization to procure and use specially denatured alcohol.

"Specifications for benzol:

"Solubility in water. When 10 c.c. of benzol are shaken with an equal volume of water in a glass-stoppered cylinder divided into tenths of a cubic centimeter and allowed to stand five minutes to separate, the upper layer of liquid must measure not less than 9.5 c.c.

"Boiling point. When 100 c.c. of benzol are subjected to distillation in the same manner as described for the de-

termination of the boiling point of wood alcohol, not more than 1 c.c. should go over at 77° C., and not less than 95 c.c. at 85° C."

#### Denatured Formula No. 47 Is Modified

The Commissioner of Internal Revenue has forwarded the following announcement to Collectors regarding the modification of special denatured alcohol formula, No. 47:

"Effective November 28, Formula No. 47, specially denatured alcohol, may no longer be withdrawn for use in the manufacture of Tincture of Arnica, N. F. It may continue to be withdrawn and used for the manufacture of liniments for external purposes pursuant to approved for-

"Collectors should notify bonded manufacturers qualified to withdraw and use specially denatured alcohol Formula No. 47 of this amendment of the authorized uses of this formula."

#### Greendale Company Vindicated in Alcohol Seizure

Complete vindication has been given to the Greendale Co., distiller of industrial alcohol, Lawrenceburg, Ind., after hearing and litigation lasting a year of charges made by the Prohibition Unit. Eastern selling agents of the Greendale company were accused of diverting grain alcohol from industrial to beverage purposes and the Government sought to hold the Greendale company responsible for the acts of its agents by revoking its permit to manufacture alcohol.

In November, 1921, the United States marshal seized a car of grain alcohol which the Greendale company claimed, and after an extended trial in Philadelphia, in which Capt. Victor Heintz, Cincinnati attorney, represented the Greendale company, the United States Court ordered the car re-turned to the Greendale company. The present decision by the Prohibition Unit finding that the Greendale company had no knowledge of, nor connection with the alleged illegal acts of its agents, whose permits have been revoked,

ends the controversy,

#### RULINGS AND SOAP NEWS CONGRESS OUTLOOK, TARIFF

WASHINGTON, November 20. -The extra session of the 67th Congress began today and President Harding is expected to address the members tomorrow, outlining his purposes in utilizing the period before the regular short session begins on December 4 to advance the work then to be done, for the 67th Congress expires on March 4. Judging by the record of this Congress for speed it is generally considered that President Harding has acted wisely in getting it started two weeks ahead of the date set by law for it to convene. No new revenue bill is even in sight.

Aside from the Shipping Subsidy, to offset the serious damage done to the American Merchant Marine by the Prohibition Law, the chief subjects will be the appropriation bills. Early arrivals, particularly advocates of the Soldiers' and Sailors' Bonus, which has no chance apparently at present, are not at all enthusiastic about the Shipping Subsidy plan. This is especially true of Congressmen who were defeated for re-election. One Congressman said: "What is the use? I was beaten on the Soldiers' Bonus issue. If we cannot help our heroes who fought for us, live men that are left, why give bonuses to ships that neither fight, eat or talk?"

The new 68th Congress does not meet under the Constitution until December, 1923, unless convened in extra session. The Senate can hold over, for it is a continuous body, but it can do little except to act on Presidential Nominations. It is the desire of President Harding to have everything cleaned up before the present House of Representatives goes out of office.

It is doubted here if the 67th Congress in the short remaining time of its existence will undertake any tariff, tax or other legislation affecting the readers of THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW. The general feeling is to do as little about anything as can be done.

## Going Ahead with Tariff Enforcement

Meanwhile the Tariff Commission and the Customs Division of the Treasury Department are going ahead with their plans for carrying out the Tariff Act of 1922, which seems destined to be undisturbed for the next two years or more, unless President Harding finds strong reasons for exercising his powers under the selective provisions of the law. It will be many months before any appeals will be in shape for presentation to him for action, should they get that far. It is understood that the President is anxious to stabilize business and that he believes, with his advisers, the new tariff will be found to work much better than its foes have thought possible. For the same reason of giving Lusiness a rest the President is anxious to have needed legislation cleared from the calendars before March 4, so as to preclude the necessity for an extra session of the 68th Congress. He is understood to take the view that he will not hesitate to issue such a call should the business interests of the Nation make it necessary

The Treasury Department has approved the new rules of practice and procedure of the Board of General Appraisers, as drafted in New York under the direction of the president, Judge Gerry B. Sullivan. The new regulations put teeth into the official orders and rules of the board by providing that it can cite cases in contempt and impose maxinum fines of \$250 and thirty days in jail and confer other

important power-

#### Tariff Not to Injure American Trade

The opinion is growing in Administration quarters that the new tariff measure will not react in the loss of foreign husiness to the United States because of the increased rates

of duty imposed upon shipments coming into the country. Trade statistics since the law went into effect, showing an actual increase in imports, have encouraged this view and have prompted the statement by high officials at the Treasury that the country's volume of trade will not be materially affected. Secretary Mellon looks for larger imports, in fact.

Two factors will prevent any substantial loss in American foreign trade as a result of the tariff law, officials said. Stable demand in this country for particular foreign commodities will remain unaffected by any changes in rates brought about by the law. The other factor, it was said, is the fact that the difference in rates on the important goods from abroad, really forming the bulk of imports, will prove to be too negligible to cut down the volume of shipments substantially.

#### Tariff Ruling Asked on Soap Fats Waste

The Customs Service has been requested by John Gordon on behalf of the Bureau of Raw Materials for the American Vegetable Oils and Fats Industry to render a decision regarding the reimportation into the United States of waste from cottonseed oil which was originally sent to Canada for refinement.

While up to this time no official opinion has been rendered, it is understood that officials of the Customs Service have informally decided that where cottonseed oil is shipped from the United States to Canada for rennement the waste can be reshipped to the United States without the payment of duty if the reshipment is made to the orig-

exporter.

The opinion which has been requested from the Customs Service on the cottonseed oil waste deals with what is called cottonseed foots and acidulated cottonseed foots which is the waste of the refined cottonseed oil, and which product is used by American soap manufacturers. This waste is sent back to the United States because there are not enough soap manufacturers in Canada to absorb all of the waste which is left over from all the cottonseed oil refined in Canada. It will probably be some time before the official decision is handed down by the Customs Service.

## DeLong Goes to Tariff Commission

A definite agreement has been reached between officials of the Department of Commerce and the Tariff Commission for the transfer of C. R. DeLong, chief of the Chemical Division of the Department of Commerce, to become chief chemist of the Tariff Commission. In conference with various trade associations interested in the chemical section, it was decided that Mr. DeLong could be of more service to the industry as chief chemist of the Tariff Commission than as chief of the Chemical Division of the Department of

# Citrus Soap Co. Denies Price Policy Is Illegal

The Citrus Soap Co. of California, answering a formal complaint of unfair competition issued against it by the Federal Trade Commission some time ago, "admits that it re-fuses to sell to wholesale dealers who fail to observe and maintain resale prices." The respondent denies, however, maintain resale prices." The respondent denies, however, that this policy has "hindered or restricted competition among retail distributors of its products," or constituted violation of law, as charged by the Federal Trade Com-

In the respondent's answer to the complaint, H. J. Bishoff, counsel, declares it has formed no organization for co-operation among wholesale distributors, but that it relies solely for the maintenance of its policy upon strict enforcement of its notice to all wholesale distributors of its refusal to sell to any such distributors who fail to sell at the list prices furnished. That said policy has not hindered or restricted competition among retail distributors of its products, it is argued.

Vegetable Oil Freight Reduced

Transcontinental freight rates on shipments of vegetable oils from the Pacific Coast to group B territory, which comprises points in the Cleveland, Buffalo and Pittsburgh district, have been reduced to 75 cents per 100 rounds. The reduction in rates was opposed by some firms in the vege-table oil trade of New York, and the new rate, which was

announced several weeks ago, was suspended pending a hearing in the matter by the Interstate Commerce Commis-The commission decided in favor of the reduced rate and issued an order vacating the suspension and permitting the new rate of 75 cents to become effective immediately.

#### Complaint Against Comb Works

Federal Trade Commission announces that it has served a complaint charging false and misleading advertising on the Atlantic Comb Works, manufacturers of toilet articles, New York City.

#### World Commerce Court Formed

Establishment of an international court of commercial arbitration, with headquarters in Paris, as a part of the International Chamber of Commerce, has been announced by A. C. Bedford, of the Standard Oil Co., and chairman of the American section of the International Chamber. It is felt that there is need for such a plan whereby commercial disputes might be adjusted economically, promptly and equitably without recourse to the usual legal agencies, according to Mr. Bedford, and it is believed that the establishment of the court "will result in a service of incalulable benefit in promoting friendly trade intercourse and furthering more complete understanding among the peoples of the world."

## NICE CONSUL SURVEYS FRENCH PRIMARY PERFUME MATERIALS SITUATION

(By Vice Consul Harry A. Lyons, at Nice)

Grasse, in the Department of Alpes-Maritimes, is the center for the manufacture in France of the primary materials used in making perfumery, such as floral concretes (produced by the action of petroleum ether dissolving the wax containing the scent of the flowers), enflurage (obtained by the absorption of the flower scents in grease), and essential oils (obtained by distillation of the blossoms). The annual output of these commodities is estimated at \$20,000,000. Furthermore, floral products distilled in other parts of southern France are, to a great extent, handled commercially at Grasse.

Before the war synthetic perfumery was manufactured chiefly in Germany. At the present time several of the larger plants at Grasse are making it but in such small quantities, compared with the pure floral products, as not

to enter into serious consideration.

All the available land around Grasse is reserved for the cultivation of flowers, and the value of the Grasse products is based on the prices of the flowers, which vary considerably from year to year with the harvest. While, as can be seen from the schedule following, prices during the current year are running well below those of 1921 for several varieties and in some instances are only a fourth or a fifth of the prices in 1920, all are above the pre-war figures:

	Before the			
Varieties	war Francs.	Francs.	1921 Francs,	1922 Francs.
Jasmine Tuheroses Parma violets	3.15	26.00 36.25 36.00	7.50 12.50 20.00	7.00
Victoria violets Violet leaves Roses		25,00 .50 8,40	10.00 .30 4.30	28.00 .25 1.00
Orange flower	5075	10.20 20.00	13.00 17.50 12.00	4.50-5.75 17.00 12.40
(These quotation		kiln of 2,2046	pounds.)	

(Vice Consul Lyons supplies details of present year crop conditions and prices. This information is covered every month by our special correspondent at Grasse in complete

and up-to-date reports of the floral products situation.) The exorbitant prices paid for the primary articles of perfumery in 1920, when the demand was so great that in many cases the manufacturers were not able to fill orders on hand, preceded the slump of 1921, which ended in the practical stagnation of the whole perfume trade. In the last few months, however, an increasing demand for floral products has been experienced, and orders have been received by most of the Grasse houses for their products at remunerative prices, especially from France, the United States, Germany and South American countries.

# NOVEMBER REPORT ON GRASSE FLORAL PRODUCTS

(FROM OUR OWN CORRESPONDENT)

GRASSE, November 5.-Following is the November report on the flower products in this region:

#### Orange Flowers

The autumn rains have favored the growth of the orange trees, and, if the winter remains mild, there is promise of a good normal crop of flowers for the harvest of next May.

The excessive prices for the flowers of last year's erop, caused by the exactions of the Producers' Co-operatives, have forced up the prices of the manufac-tured products to high levels in comparison with the

products of more reasonably priced flowers.

This rise in prices, or maintenance of high figures, is the issue in a legal action initiated by the house of Coty against the "Nerolium" Cooperative of Flower Growers. The case will come before the Commercial Court of Grasse. According to the papers, Coty accuses the Coperative of illicit price-raising. The suit is the subject of much comment among the public in Paris and in Grasse. Its outcome will be duly reported in this correspondence.

The sales of orange-flower products remain normal,

without any great movements, but with a constant gradual diminution of stocks.

The products derived from the rose are beginning to be scarce, on account of large purchases during the last few weeks. The new American tariff, awaited by many buyers, has given rise to considerable demand. Im-portant purchases have also been made by England and by Japan.

It becomes more and more certain that next year's

prices for rose products will be higher.

#### Jasmine

The harvest of this flower being now at an end, it

appears that it has been deficient,

As was said in our last report, the dought of July and August caused serious injury to the flower crops. The shortage of labor prevented a complete harvest of the Furthermore, the maturing of the blossoms was seriously interfered with by the very dangerous parasitic worm, glyphodes unionalis. This caterpillar has caused, during the years since the war, considerable damage to the jasmine flowers. Not only does it feed upon the leaves of the plants, but also it attacks the unopened buds, partly devouring them, and causing them to dry and drop off. So far, no means of defense against this parasite has been found, and it threatens to become as great a peril for the jasmine as is the phylbecome as great a peril for the jasmine as is the phylloxera for the grape vine.

The very low prices which have ruled during this year for jasmine products have discouraged producers, many of whom have torn up their plantings. The prospect of higher prices next year is not yet assured.

#### Tuberoses

The harvest of this flower is over, and has been quite normal. However, since last year's stocks were entirely exhausted, prices will be maintained.

Last month's drop in the price of Bourbon geranium oil was of short duration. The lack of shipping facilities at the point of origin and the smallness of available stocks in France have caused a scarcity which has pro-duced noticeable rise in prices and has almost removed the article from the market.

Algerian geranium oil did not reflect this upward movement. Consequently, many consumers who are able to use oil of this type have turned to it. Everything considered, it is more attractive, at present prices,

than the oil from Reunion. Grasse geranium oil, which did not rise in proportion with the Bourbon oil, is in good demand. Distillation is now in progress here, and there will be no difficulty in disposing of the product.

Indian geranium (palmarosa) is quoted at extremely high figures, as a result of the rise in sterling exchange. It is not being imported, since it does not appeal to perfumers at the present prices,

#### Mint

Present exchange rates have caused a considerable rise in imported mint oils (American and Japanese), which has been reflected in the mint oil of Grasse, of which stocks are very low.

#### Rosemary and Thyme

There is nothing of importance to record concerning these two oils, which run parallel. There are no large quantities in stock, but demand also is not very great. Consequently, prices will remain stable or may follow the fluctuations in Spanish exchange,

#### Lavender

Strong demand from England, and especially from Japan, has caused a rise of about 5 francs per kilo.

The convention of lavender producers which was held some weeks ago demonstrated that prices cannot fall in the near future. Fortunately, many plantings which are just beginning to produce make it possible to distil the oil under the best conditions; for at the present price of labor it would otherwise be impossible to produce the oil at ruling quotations.

Qualities testing 40 per cent ester are beginning to become very scarce, and if there is a renewed demand like that reently experienced, these extra qualities will be off the market altogether.

#### Summary

The market is quiet. Buyers are meeting only immediate needs, fearing a fall in prices. This will not occur diate needs, fearing a fall in prices. This will not occur in the case of rose and jasmine products, for the prices of the products of the last harvest are as low as possible.

The general rise in all imported essential oils and other products has caused a stoppage in purchases. But a fall in sterling exchange, which will certainly take place in a few weeks, will bring quotations down to a level which will permit the resumption of business.

#### THE LAVENDER FAIR AT DIGNE

The third fair devoted to an exhibition of samples of lavender oil was held at Digne on October 7. The essential oil distillers of the Vaucluse, Drôme, Hautes and Basses Alpes were represented by about 150 samples, all of which had previously been analyzed in the laboratory of the Chamber of Commerce of Marseilles, the result of the analysis being indicated on each sample, viz., ester content, specific gravity, solubility and optical rotation. Prices were to some extent influenced by the news that large transactions had taken place at the fair at Sault, where one large firm of Grasse was reported to have purchased three tons of lavender oil. Buyers were not so numerous as last year, and the absence of representatives of several leading Grasse firms were particularly noted. There was an impression that the success of the fair had been marred by intrigues, attributable to the fact that its organization had this year been undertaken by the administrative authorities; that is to say, by the agricultural bureau of the department. and not, as had hitherto been the case, by the syndicate of the department of the Basses Alpes. Purchasers were reluctant to conclude business at the prices demanded, and no important transactions were carried out at the fair.

Prices appeared to be based at 2 francs for each degree for oils up to 38 degrees, but buyers refused to discuss this basis for oils of 45 to 50 degrees, particularly in view of the stagnation in exports of essential oils. The fair was officially opened by the Prefect of the Department of the Basses Alpes, but the absence of any Member of Parliament, as well as of any personalities of the scientific world and members of the Consernment, were rise to comment and members of the Government gave rise to comment.

## THE UTILIZATION OF BUTYRIC ESTERS

By M. FLORIANE, Lyons, France

The esters of butyric acid are widely disseminated in nature, much more so, in fact, than the acetic esters. The synthetic chemists have therefore been interested in these compounds for some time, since by their use effects are obtained much closer to the natural products than can be secured by the employment of the formates or acetates which have been used hitherto.

The butyrates of ethyl, butyl and amyl produce odors of a fruity character, or resembling fresh butter. They are used in confectionery in order to impart to vegetable butters the aroma of real butter. A mixture, for example, of cocoanut oil with amyl butyrate (one part in ten thousand) furnishes an artificial butter which has the advantage of not becoming rancid.

Ethyl butyrate is also the basis of certain artificial rum essences, and as such enters into manufactured products of a considerable importance.

But it is the butyrates of geranyl, citronellyl, linalyl, phenylethyl, benzyl, etc., which are useful in perfumery. At the same time, these esters retain the fruity note which is characteristic of the butyric esters longer known.

Benzyl butyrate is already well known on account of its agreeable odor of the jasmine type; it serves as a useful corrective for benzyl acetate, which is sometimes too harsh for fine flower compositions. It is advisable in most cases to add to benzyl acetate 15 per cent of its weight of the butyrate, and then to distil the mixture with steam, preferably with rose water or geranium water. Thus a synthetic jasmine is obtained which can be used as such in a great many cases.

Perfumers who are not equipped to perform this rectification themselves may simply purchase the two esters and mix them. It is strongly recommended, in case raw materials for fine extracts are being purchased, to demand doubly rectified products. The demand for low-priced goods forces the chemist to limit his purification processes. Materials are offered for sale which are chemically pure. Logically, this would seem to be all that one could expect. Nevertheless, there are products which are better than chemically pure, and have been prepared especially for the perfumer. These may have an ester content running as low as 85 to 90 per cent, instead of 98 or 99 per cent, but their odor is superior, for they have been rectified with a view to producing odor value.

Likewise, it is wise not to purchase simply the cheapest goods when buying geranyl or citronellyl butyrates. These two substances are the bases for new muguet (lily of the valley) perfumes, combined with hydroxycitronellal, linalool, phenylethyl alcohol, jasmine, etc.

Geranyl butyrate, thanks to its sweet flowery odor, suggesting roses and fruit, is capable to entering into a great variety of preparations, where it may advantageously replace oil of geranium, which is sometimes too harsh. In case, however, it is sought to replace Algerian geranium, noted for its slight aroma of ambergris, the geranyl butyrate should be accompanied by a small quantity of oil of clary sage (Salvia scarea, Sauge sclaree). This mixture has a savory odor which, by itself, suggests the Duchesse pear, but which, added to a perfume bouquet, imparts a very agreeable note. The sense of smell is not so independent of the sense of taste as might be supposed, and one should not forget, in making a preparation intended exclusively to furnish a fine fragrance, that the sense of taste may reinforce the agreeable and appetizing effect.

Geranyl butyrate, considered as one of the constituents of a good oil of geranium, may, with or without a certain proportion of geraniol, serve as an addition to natural oil of geranium, which is at present very expensive. It cannot hurt the oil of geranium and its use is recommended.

Phenylethyl butyrate is a rose base; it has the characteristic fragrance of the derivatives of phenylethyl alcohol, but approaches the natural more closely. We advise its use as an improver of phenylethyl alcohol. Commercial phenylethyl alcohols always have, when freshly prepared, an intense "green" odor of diphenyl oxide, which disappears in time. This odor is not due to any discoverable quantity of an impurity, but to infinitesimal traces of this substance, lost on aging. It is masked by the addition of phenylethyl butyrate. This butyric ester of phenylethyl alcohol imparts to rose bouquets the especially agreeable fragrance of fresh oil of roses. Used alone, it gives a special note to compositions, recalling faintly the rose odor, but incapable of being detected in a bouquet.

Linalyl butyrate has an odor of the lavender type, very sweet and flowery. Para-cresyl butyrate is a powerful base for artificial ylang-ylang. Perfume chemists also make use of the butyrates of cyclohexanol, guaiol, neryl, phenylpropyl, rhodinyl, octyl, propyl and terpenyl. Thus they obtain a whole series of new odors which, in combination with the products already familiar in commerce, permit the preparation of mixtures of remarkable originality.

#### JAVANESE ESSENTIAL OILS

Some interesting information about the essential oil industry in Java has been extracted from an official report by a contemporary. Generally speaking, distillation with water or steam only is applied. The leading manufactured essential oil in the island is citronella oil, obtained from a species of grass grown there, which may be harvested more than once a year. The percentage of oil varies from 2 to 7 per cent, leaf age, as well as quality of the soil, being accountable for this variation. On poorer soil the Javan grass should be replaced by the Ceylon sereh grass, as this will give a better yield under such circumstances.

From another type of grass, lemon-grass oil is obtained, but this is not entirely soluble in 70 per cent alcohol. On a dry leaf basis, 100 grams contain from 0.8 to 2.12 per cent. of oil. From the fresh material of Andropogon Schoenautus 0.6 per cent of palmarosa oil may be obtained, containing 80 to 90 per cent geraniol. The "Akarwangi" contains in the roots only from 0.4 to 0.9 per cent of a brown oil of strong odor. Three species of patchouli are used, but up till now the Singapore patchouli has been looked on with more favor. In Java the yield, on a dry-leaf basis, is from 6 c.c. to 9.4 c. c. per 100 grams. Before distillation the leaf is withered in the shade like tea-leaf, and afterwards heaped up during fermentation. The leaf is then spread and moistened before distillation.

Flowering patchouli is recommended for growing in Java, as its oil is of a fine fragrant odor. The leaves, bark, and root of Cinnamomum Zeylanicum are the sources of supply of the oils from which cinnamon oil is obtained. The leaf yield of oil is from 1.5 to 2 per cent, and the value is based on the proportion of eugenol present. From the bark the oil is obtained by pulverizing and then soaking for two days in ten times its weight of water containing salt. Distillation is then rapidly carried out to prevent oxidation of the aldehyde to cinnamic acid. The product is 0.5 to 1 per cent of oil. The value of bark oil is determined by the percentage of cinnamic aldehyde. Cinnamomum camphor (the camphor tree) has been planted in Java, while another product of the island is cazaput oil from Melaleuca leucadendron.



our success must come from the purchases of the mass rather than a small class of women. Hence we put up Cutex in small bottles to retail at 25 cents each until the war sent the cost of ingredients soaring, when we increased the price to 35 cents.

We soon realized that a new article at a small price in a new field could not be made a rapid builder of volume, and during our early years we considered a large volume our greatest need. Since our field was limited only to women at that time, it was frequently suggested to us that we increase our price; but we were determined to cultivate the popular market, and we stuck to the lowest consistent price.

Here we tackled our third big problem, and we soon decided that we could increase the average unit of sale by offering other manicure specialties, and we began to build up a line. Today it consists of about a dozen items; but we have tried out and discarded many more. The result was that our unit of sale increased, affecting the volume favorably without appreciably increasing our selling expense, and our average retail sale is now several times greater than

the original price of Cutex.

The development of our manieure sets also aided us in building up the volume by increasing the unit of sale. The necessity of this taught us our fourth important lesson. Several years ago, we began offering in our advertising, samples of our different products packed in a neat lox for a nominal price. Results soon indicated that there was a large potential market for complete sets of Cutex preparations, with suitable materials for their use. Now, Cutex Manieure Sets, ranging in price from sixty cents to three dollars each, are sold throughout the country, and contribute a large part of our volume of business.

While this practice of putting out sets of assembled articles, and adding anything to the line that was related to our purpose and promised to sell, helped to overcome one difficulty, it also led us into another. We did not realize this until the business slump in 1920. We found then that many of our dealers throughout the country had on hand a

lot of our goods that were not moving.

These stocks were made up largely of items that we had tried out and advertised for a time and then dropped, or, at least, ceased to feature.

And all of the dealers, seeming to have just so much to invest in our merchandise, were apparently waiting for the slow stocks to move before they ordered fresh and livelier stocks.

The condition was a great handicap to our advertising. In many large stores it was impossible to buy the goods we were featuring and they were proved sellers. So we made several careful investigations, determined the amount of slow merchandise that was on dealers' shelves, counted up the cost, and then bought back all of the old stock that we could find.

FRESH GOODS MOVED FASTER AND DEALERS' GOOD-WILL WAS REVIVED

That was an expensive but a very profitable investment. It cost a great deal to learn our fifth big lesson; but, of course, all our dealers stocked up on new goods, and the effect on our advertising results was immediate and remarkable. Furthermore, it gained the confidence of the trade throughout the country. It established well the fact that we are much more interested in having our goods delivered to the public than we are merely to sell them to the dealer. That move was one of the best we ever made. It prevented price slashing, and it established our goods more firmly than anything else could have done.

The experience taught us to guard the line against incidental items, experiments and goods that we feel will be only fads. We know now that when a market is unusually slow it is because it is overstocked on out of-date or dis-

continued merchandise.

Another problem that we have faced since the beginning of the business is the misunderstanding of professional manicurists. We have solved it in the smaller cities and towns, where manicurists now generally use and recommend our goods; but in New York, Chicago and other large cities they have proved more difficult to influence.

It is significant that the manieuring trade has developed

wonderfully during the years that we have been heavily advertising Cutex and our other specialties; but it has required much education to make the average manicurist understand that our effort builds up and stimulates her business. We have encouraged many thousands of women into the practice of manicuring their own nails; but when they can afford it they prefer, quite naturally, to have the work done for them, and they go to the manicurist.

Resistance of this kind is another of the penalties of blazing a business trail. It is annoying and somewhat costly, and we have found that we can make headway in over-

coming it only by persistent solicitation.

Our experience here, though, was no different from what numerous other manufacturers have gone through. At first barbers thought the advertisers of safety razors were trying to put them out of business. But instead the educational efforts of the razor manufacturers made men so particular about their personal appearance that hundreds of thousands of new customers were created for the barber. The barber business was never so prosperous as it is today. The automobile business was viewed with alarm by blacksmiths, wagon makers, harness men, horse breeders and other interests. But it has not hurt them. Instead it has increased their money-making opportunities. The blacksmith, it is true, is disappearing, but he is being driven into the garage business, which is vastly more profitable. The sewing machine was cursed because it was supposed to have spelled the doom of the seamstress' livelihood. But on the contrary, it created a thousand occupations for the one that existed before its coming

#### MUST CATER TO PREFERENCES

We have learned, also, to anticipate in a measure the preferences of the public as to the form of our products. As an example, the logical form of nail polish is the cake, and we were, for a time, inclined to manufacture it as our leading polish. It is easy to apply and has several advantages in its favor. But I was in Paris during 1920, and I noticed that there were dozens of different makes of liquid polish and that they were outselling all other forms. So when I returned we decided that the American preference would follow that of France. We increased our advertising on liquid polish, and it has outsold all of our other polishes.

Similar instances have occurred with several of our products, and we have concluded that it is better to feature the kinds of specialties that are preferred by the public, rather than attempt to overcome a preference for a certain form because we think we have a better one. We manufacture polishes in liquid, cake, paste, powder and stick forms, and, as I said, the cake is undoubtedly the most logical; but because the preference of the public was distinctly in favor of the liquid, with the powder a strong second choice, we put up new packages and spent about \$75,000 of our advertising appropriation on them last year, increasing our polish business enormously. And I am sure that it would have been impossible, with the same amount of money, to have gained anywhere near the same amount of increase on other forms of polish.

Today, after ten years of effort, we estimate that we have sold only 25 per cent of our possible market. We still have a tremendous amount of educational work to do, and we find that our original policy is still intact and serviceable. Given the experience we now have, if we were to build up the business again, or if we were to merchandise similar products under like conditions, we would adhere to the same or a similar policy, but in our methods we would save a great deal of money, I think, and make more rapid

progress

In the first place we would emphasize the educational appeal at once in all of our advertising. We would not attempt to teach people to use our product, but would make our greatest effort in educating them to realize the necessity of the personal cleanliness and refinement that are indicated by proper manifuring and then offer our goods as the best known means of attaining the desired result.

WOLLD MAKE TOW PRICES TO MAKE BIG SALES

As to prices, we would keep them as low as we consistently could, because we would rather have a low-priced article sold winely to the masses than a high-priced article (Continued on page 419)

## TALC SPECIFICATIONS IN FACE AND OTHER POWDERS\*

By C. L. SPEIDEN, of Innis, Speiden & Co., New York

To the manufacturers of talcum and face powders the choice of a pleasing and popular odor is likely to appear as the primary consideration and it will be generally admitted, even by those whose chief interest is in the other materials which he uses, that he is right in placing emphasis on this factor. Whatever the other merits of his powder may be, they will not serve to overcome the practically insuperable handicaps of a scent which is lacking in primary appeal or which becomes cloying and unpleasant on longer acquaintance. Looking at the matter in another way, experience has shown that a perfume of exceptional charm and technical perfection will frequently blind the fair users of the powder to certain other important deficiencies.

But even this admission furnishes no excuse for neglect to properly supervise the selection of the other ingredients. If a fortunate choice of perfume will insure the moderate success of an otherwise mediocre powder, it is axiomatic that the same odor used in a properly compounded blend of the finest powder materials available will approach perfection and far excel in excellence and popularity the less carefully compounded preparations.

The essential ingredients in any talcum powder, and only to a slightly less degree in a face powder, is the talc and it is here that many manufacturers have come to grief through a lack of appreciation of the importance of a highly critical selection of a talc. Since the proposition is fundamentally a commercial one, the manufacturer's problem may be simply stated as that of selecting the best talc at the lowest price. This means neither choosing the cheapest talc nor does it imply purchasing at the most inflated quotation in the market. To adopt the former course is to court disaster while the latter is hardly less and possibly more impractical. The question comes down to the selection of some talc which possesses all the points of technical excellence and yet falls within commercial cost requirements.

Fortunately there are certain well-defined criterions of excellence in tale and it is the purpose of this article to point out some of them, the remarks regarding price having been made to disabuse the reader of the suspicion that the requirements herein set forth cannot be met except by materials of unreasonable price.

Tale must be judged both on its chemical and physical characteristics. They may be a difference of opinion regarding their relative importance but the writer chooses to give the former the place of emphasis since no degree of slip of lustre can make up for improper chemical composition.

Everyone knows that tale is a mineral, mixed from the earth and ground. Fewer are aware that it is chemically a hydrated magnesium silicate and still fewer that its composition is represented by the cabalistic symbols  $Mg_s$   $H_s$  (Si  $O_s$ ). All this is preliminary to the statement that while the foregoing formula represents pure tale there is probably no such thing as absolutely pure tale in nature. With a very few exceptions no minerals exist in the earth in an absolutely pure state and tale is not an exception. It is almost inevitable that in the formation of any mineral deposits, under whatever geological conditions, larger or

smaller amounts of other minerals should be admixed with them

Thus we have all grades of tale; some so crude and impure as to be outside the purpose of this discussion and others approaching closely the unattainable limit of absolute purity. It is only those deposits which come measurably close to the latter condition that have any interest in connection with cosmetics but even among these there is wide room for choice.

Pure tale, the hydrated magnesium silicate referred to, is insoluble in hydrochloric acid while its impurities which detract from its usefulness dissolve readily in acid. Thus it is that the most important chemical criterion of a tale is the percentage of acid soluble matter which it contains.

This acid soluble matter can never be present to any considerable extent in any tale considered for powder use for even a comparatively small amount may seriously militate against the tale. Not only may it actually cause irritation of the skin but it is practically certain to affect the perfume used. Most perfume oils are delicate substances extremely sensitive to chemical action. There is nothing in pure tale to harm them but the acid soluble impurities will frequently act to destroy or alter the odor appreciably, sometimes rendering it actually disagreeable.

Since the purchaser has a right to demand not only that the odor be pleasantly scented but that it retains this odor unaltered for a reasonable length of time, this is a serious

Another sin to be charged against these impurities is their effect on the color of certain perfume ingredients. Among the chemical reactions which can occur between these acid soluble constituents of the tale and the delicate perfume materials are many which result in the formation of colored compounds. In consequence, it will frequently be found that it is quite impossible to use certain valuable oddrant substances in perfume mixtures for use in low grade tales. Conversely, most of these difficulties vanish when using tale with a very low percentage of acid soluble matter. Perfume oils which are impossible with some tales become perfectly practical with others.

To the prefumer who has gone through the unpleasant experience of being obliged to alter a cherished formula to conform to the requirements of a poor tale only to meet with discouragement after discouragement, the importance of this consideration requires no elaboration.

But before turning to the question of physical characteristics let it be thoroughly understood that no tale is absolutely free from acid soluble matter. Some have far less than others and it is the task of the manufacturer to choose one coming closest to the ideal,

Of the physical characteristics, color, "slip" and lustre are the predominating ones in determining a choice. The first is easily disposed of. Any tale to deserve consideration must be white, if not pure white then so near to it as to defy detection.

"Slip" is not so easy to define or judge. Talcum powder and, to a lesser extent, face powder, is intended as a sort of soothing lubricant for the skin, to prevent change or to alleviate the irritation caused by it. To accomplish this it must have to a marked degree the peculiar quality of "slip"; it must be a true lubricant, a quality possessed by few other minerals, outside of graphite.

minerals, outside of graphite.

Even in tale this is by no means uniform and varies greatly in different ores. The cruder, more impure ores possess it to much less extent than do those approaching purity but even in the latter there are graduations. It appears to depend in a measure at least on the structure of the ore and probably even on the structure of the molecule, the arrangement of the atoms. Certainly it goes back at least to the arrangement of the molecules in the most minute particles.

This perhaps is a question rather for the mineralogist than for the perfumer but whatever the cause of this phenomenon the latter must select a tale which manifests

<sup>\*</sup>From Ungerer's Bulletin, Vol. 3, No. 5, 1922.

it to a high degree and which possesses to the fullest extent the soothing, lubricating quality demanded in a high grade

talcum or face powder.

With this is closely joined the somewhat similar criterion of adhesiveness. Talcum powders are not expected to possess the adhesiveness demanded of face powders in which the quality is usually accentuated by the addition of zinc oxide or zinc stearate or both. None the less the very satisfactory degree of adhesive quality may be attained simply by the use of the proper tale, ground to an impalpable dust and air floated. To develop this quality fully, however, the tale must be fine enough to pass through a six hundred mesh sieve, that is a sieve in which the wires or threads are placed six hundred to the inch. Through modern grinding and sieving methods this almost unbelievable fineness is attainable.

Because lustre is the last of the physical characteristics to be discussed does not imply that it is any the less important on that account. Quite the contrary. It is, however, somewhat difficult to set an exact standard in this respect. A good tale must have lustre but not be too lustrous. powder is employed to remove shine, not impart it, and to choose a tale with an exceptionally high degree of lustre is to defeat in part the purpose of its use. Of course, the other ingredients used, particularly the zinc oxide, cut down the lustre of the tale and make it less obvious, but even so it is desirable to choose a tale which possesses this quality only to a moderate degree. A talc which leaves a noticeably shiny or greasy appearance when rubbed in is rather to be avoided.

Recapitulating briefly, the manufacturer of face and talcum powder should select a tale containing the lowest possible content of acid soluble matter; he should insist upon absolute whiteness; he should look for one possessing the ex-tremely valuable quality of "slip" to a high degree coupled with adhesiveness; but he should look for only a moderate lustre and avoid "shine." Given a tale which meets all these requirements he can feel that he need look no further in order to make the best possible choice of the main ingredient of the powder.

It is of more than incidental importance that whereas it was formerly supposed that only the best Italian tale was suited for fine face powders, it is now recognized that certain of the American tale deposits yield tale suited in all respects to the requirements of the most exacting buyer

#### DETECTING ALCOHOL IN ESSENTIAL OILS

A paper on the detection of alcohol in essential oils by Utz (Deut, Parfiim, Ztg. 7, 217-22, 1921; Chimie et industrie 7, 1175, 1922) is abstracted as follows: Alcohol is, after spirits of turpentine, the commonest adulterant of essential oils. It can be detected in the aqueous extract by Fleischmann's test (oxidation with CrO, which gives a green coloration and odor of aldehyde) or Gildemeister's test (CHL reaction). By shaking with water in a graduate, the increase in volume gives an idea of the amount of alcohol present. Water can be replaced by glycerol (Böttger) in which the essential oils are less soluble. treating with metallic Na, if alcohol is present, H is given off and the oil thickens and turns brown (Draggendorf). On adding tannin the oil becomes viscous, and more or less hard and dirty in 3-24 hours. On pouring adulterated oil on an aqueous solution of CoCl<sub>2</sub> and KCNS a blue color is produced (Grassini). Fuchsin, which is insoluble in essential oils, gives a red color in the presence of alcohol. (Puscher, Schmidt). The method can be made quantitative for contain siles. tive for certain oils, e. g., lemon oil (Leach). Dry AcOK is liquefied in contact with oils containing alcohol (Bernouilly). It is advisable to distil 10% of the oil before this test (Barbier).

#### Exhaustive Review of Vanillin

Miss P. Alexandre and J. Martinet have written for Chimie et Industrie (7, 1043-56, 1922) a detailed review covering mode of occurrence, constitution, methods of preparation, properties, etc., with a brief mention of its homologs. Numerous references are given.

#### BIOGENESIS OF OIL OF PEPPERMINT

The work for the academic year 1922-23 on the cooperative research into the Biogenesis of Oil of Peppermint has been organized at the University of Wisconsin's Pharmaceutical Experiment Station. Dr. Roland E. Kremers, who resigned as Assistant Professor of Organic Chemistry at Vanderbilt University to accept a National Research Council Fellowship, has assumed charge and is devoting himself especially to the chemical problems. Mr. G. C. Jenison, Fritzsche Brothers Fellow, is helping him in the laboratory.

The Department of Genetics of the College of Agriculture, Prof. Cole, chairman, is assisting with the plant breeding studies involved. Prof. Brink is supervising this work and has the assistance of F. J. Bacon, holder of the A. M. Todd Fellowship. Mr. Bacon has gone to the University of Wisconsin after two years' service in charge of the botanical department of Eli Lilly & Co. In addition, problems of botanical taxonomy will be passed upon by Prof. R. N. Denniston, of the Department of Botany.

One of the chief events to date has been the safe arrival of two imported plants of Japanese peppermint, which were obtained through the courtesy of F. E. Watermeyer, president of Fritzsche Brothers, Inc., New York, and of Mr. G. H. Wattles, Jr., Colon, Mich. They have been entrusted to the care of Mr. Bacon and are doing well in a greenhouse belonging to the Department of Plant Pathology. which has generously donated space for our Winter work Next Spring their numerous offshoots will be indoors. transferred to the gardens of the station under the care of Prof. W. O. Richtmann and will thus become a part of the large amount of valuable material which is being grown The acquisition of these plants is doubly for this research. interesting since it was as a result of an investigation by Dr. Kremers two Summers ago of a spurious Japanese peppermint oil that the possibilities of the present research were discovered.

On October 6 the research workers of the station held their first weekly conference. Dr. Kremers gave a resume of the inception of the Biogenesis of Oil of Peppermint problem and of the published results. (See Jour, Biol. Chem. L. (1922) 31, and LII (1922) 439). Besides pointing out the necessity of the proposed work in experimental breeding, he mentioned the following important lines for develop-

ment in the chemical studies:

 Verification of all previous work.
 Elimination of non-hereditary variations in the oils by complete analyses over a period of years.

(3) Detection of compounds indicated as being inter-

mediates in the elaboration of the oils.

(4) Determination of the composition of oils at various stages of growth.

(5) Study of in vitro transformations involving important bio-chemical reactions, especially

a. condensations

b. hydration and dehydration

c. auto-oxidation and reduction,

In the discussion that follows the report, Prof. Richtmann pointed out the unsatisfactory state of the botanical synonymy of the mints. If Tschirch's Mentha citrata Ehrhardt and Mentha aquatica Linné are really synonymous, it is rather difficult to see how Mentha citrata, a southern species, could be a parent of the northern peppermint. Edward Kremers pointed out that the study of oils at different stages of development has led to contradictory results as regards the successive changes in the elaboration of the oils.

#### Finds "American Perfumer" Is Helpful in Work

(Edouard Lippe, Perfumes and Cosmetics, Ocean City, N. J.) Enclosed please find check for \$2, which you will apply to a year's subscription to THE AMERICAN PERFUMER ESSENTIAL OIL REVIEW. I have been reading some of the back numbers of your magazine, and finding it so helpful in my work, have decided that I have gone too long without being a regular subscriber.

# PIPERITONE AND ITS RELATION TO EUCALYPTUS OILS

A "Note on the Position of the Double Linkage in Piperitone," read by A. R. Penfold, C. C. S., before the Royal Society of New South Wales, is abstracted as follows:

Piperitone is a ketone occuring in certain eucalyptus oils, notably the oil of eucalyptus dives. Its employment as a source of thymol, menthone and menthol has been suggested by Smith and Penfold (Perf. & Ess. Oil Record, Oct., 1920; Jan., 1921).

The molecular constitution of piperitone has been investigated by L. Givaudan & Co. (P. & E. O. R., March, 1921), Read and Smith (Jour. Chem. Soc., June, 1921, p. 779°) and Simonsen (J. C. S., Oct., 1921, p. 1644°), as well

as by the present author.

A description is given of the oxidation of piperitone by both neutral and alkaline potassium permanganate, and of the isolation and identification of the resulting products. These comprise diosphenol (the phenolic ketone occurring naturally in buchu oil), α-hydroxy-α-methyl-α'-isopropyl adipic acid, a-isopropyl-γ-acetyl butyric acid and a-isopropyl glutaric acid. Consideration of the known constitution of these bodies leads to the conclusion that piperitone possesses the structure of a A1-Menthenone-3. It is therefore identical with the compound prepared synthetically by Wallach (Annalen 362 (1908), 271), with the ketone found in Japanese peppermint oil by Schimmel & Co. (S. & Co. Semi-Annual Report, Oct., 1910, p. 97), with the ketone found in camphor oil (Gildemeister & Hoffman, 2nd German ed., p. 482), and with the menthenone found by Roberts in the oil of Cymbopogon seunaarensis (J. C. S., 107 (1915), 1465). This identity is further established by the preparation and description of the oxime and three semicarbazones.

## COMMERCIAL EUCALYPTUS OILS AND THEIR DERIVED PRODUCTS \*

A. R. Penfold, F. C. S., economic chemist at the Technological Museum, Sydney, N. S. W., Australia, the eminent investigator of Australian oil-bearing plants, has compiled a guide to the examination of commercial eucalyptus oils, from which the following notes are abstracted.

Of the 177 species of Eucalypti described by Baker and Smith in their classic work, "A Research on the Eucalypts and their Essential Oils," only about fourteen are distilled. Of the resulting eils, seven are regular articles of commerce, and are described below. The first four of these are available in large quantities.

Eucalyptus Polybractea. A high-grade pharmaceutical oil, in great demand, and distilled in enormous quantities. constituents cincol and pinene. Also contains Principal aromatic aldehydes: cuminal, phellandral and cryptal, to which its characteristic odor is due. Cineol 75-85%.

Eucalyptus Australiana. One of the best pharmaceutical oils, water-white, of pleasing odor and taste. The oils coming over in the first hour and second hour of distillation are kept separate, the first containing 70-80% cincol, and the second only 25-40%. The oil also contains terpineol and pinene, with small amounts of esters, geraniol, sesquiterpene

Eucalyptus Phellandra (formerly called Amygdalina). Thousands of tons of this oil have been marketed during the last twenty-five years. The first-hour and second-hour oils are kept and sold separately, the first, containing 30 to 50 per cent cineol, being mixed with other oils for pharmaceutical uses, while the second is employed industrially, as

\* Abstracted from Perfumery and Essential Oil Record, Septem-

Principal constituents: phellandrene, in mineral floatation. cineol, pinene, terpineol, geraniol, esters, sesquiterpene.

Encalyptus Dives. Very large quantities of this oil are distilled for use in the floatation of sulphide ores. More recently, it has been used as a source of the ketone piperitone, of which, when completely distilled, it contains 40 to 50 per cent. Other constituents are phellandrene, alcoholic bodies and sesquiterpene.

Eucalyptus Macarthuri. This oil differs from all the other commercial eucalyptus oils in not containing cineol, or phellandrene. It consists of 60 to 70 per cent geranyl acetate, about 15 per cent eudesmol, and smaller quantities of geraniol, phenols, sesquiterpene and aldehydes and esters of the lower fatty acids. Its principal use is as a denaturant of alcohol used in perfumery

Eucalyptus Citriodora. This oil contains 90 to 99 per cent of citronellal, and should serve as one of the best extant sources for the synthetic production of citronellol. Other

constituents are esters and alcoholic bodies.

Eucalyptus Oneorifolia. Distilled in large quantities on Kangaroo Island, South Australia, for pharmaceutical use.

Consists principally of cineol (50 to 60 percent), pinene. aromatic aldehydes, alcoholic bodies and phenols.

The remaining seven species from which commercial oils are sometimes obtained are Eucalyptus Elacophora, Sideroxylon, Smithii, Radiata, Consideniana, Phlebophylla, and Australiana var. Latifolia.

Regarding the commercial products derived from the eucalyptus oils, Mr. Penfold remarks that cineol (eucalyptol) of 99 per cent purity is now a regular article of commerce. It is obtained by freezing out from the oils of E. polybractea, and first-hour E. australiana, and should have a melting point never below O° C. Piperitone of about 90 per cent purity is now obtainable in fair quantities, being obtained from oil of E. dives.

Data concerning the physical and chemical properties of all the above-mentioned oils are given in the original paper.

ESTIMATION OF PIPERITONE IN EUCALYPTUS OILS.

A bulletin by Mr. Penfold has been issued by the Technical Education Branch of the Technological Museum, Sydney, N. S. W., to meet the needs of chemists and manufacturers who are interested in piperitone as a source of thymol and menthone, into which it is readily converted. The bulletin is abstracted in the Persumery and Essential Oil Record (13, 1, 1922) which gives the details of the laboratory methods for the detection and determination of piperitone in the oil of eucalyptus dives, its chief commercial Attention is called to the necessity of a long-continued distillation in preparing the essential oil, since most of the piperitone comes over after the third hour,

#### Algerian Aromatic Plants

Prof. J. A. Battandier has made an investigation of the aromatic plants to be found in Algeria, where the perfumery art is nearly a lost industry. He reports that Rosa Moschata is now only to be found in a very few ancient Moorish farms, though once it was extensively cultivated. The country is exceptionally rich in Cruciferæ and a number of essential oil yielding plants are to be found, including such plants as Viola odorata. Thymus Fontenasii, Acacia farnesiana, Melilotus macrocarpa, Ruta montana, and others. None of these plants has been successfully utilized, except on a very limited scale,

#### Several Thousand Per Cent on Investment

Charles A. Rindell. 1705 City Hall Square Bldg., Chicago, Ill.

Enclosed find check for my subscription to your AMER-ICAN PERFUMER. I always feel a little guilty when I compare the amount of the subscription with benefits derived. From a purely dollar and cents standpoint, your publication yields me several thousand per cent on the investment each year by following up the "New Incorporations" column and watching the "Patents and Trade Marks" pages.

In addition I have the satisfaction of knowing I am kept "up to date"—most important these days.

## IMPORTANT DECISIONS AND TRADE MARK LITIGATION

Coty Wins Suit to Stop Prestonettes Using His Perfumes or Powders Without Consent—"Neckless Head" Trade
Mark Case Finally Decided—Mennen Case Argued—Hudnut Faces Federal Suit—
Digalen Appeal Adjudicated

French perfumes can no longer be rebottled in vials and sold under the name of the original perfumer by independent concerns without the special permission of the original manufacturer, according to a sweeping decision rendered by the Circuit Court of Appeals for the Second District in the case of Coty vs. Prestonettes, Inc. The ruling also applies to the remaking of powders into compacts.

In this particular case, which was in the nature of a test case, it was decided that Prestonettes, Inc., could not use Coty's name or trade mark on any of its products in any form without the consent of Coty. The only right granted to the defendants, which of course was not questioned, was the right to sell the original perfumes and

powders of Coty in the original packages.

The opinion of the court was written by Judge Rogers and Judges Manton and Mayer concurred in the opinion. The decision is virtually the final word of the law on the subject as appeals to the United States Supreme Court do not exist as a matter of right. The case is a very interesting one, inasmuch as it establishes the law which will affect numerous concerns that have rebottled and sold perfumes of foreign manufacturers in vials and that have made up compacts from the genuine face powder of the foreign manufacturers. The court held that the acts complained of were a violation of section 2354 of the penal law of New York state.

The significant parts of the opinion follow:

".... This appeal raises two questions which may be

stated as follows:

"First. Can the name and trade-mark of a manufacturer of a delicate, volatile product, like a perfume, be used without his consent, to sell his rebottled perfume, provided the one who thus rebottles and sells places upon each bottle sold a label bearing his own name and announcing that he is not connected with the original manufacturer of the product but that the contents are those of the original manufacturer but independently rebottled by the one whose name the label bears.

"Second. Can the name and trade-mark of a manufacturer of a toilet preparation containing a delicate and volatile perfume, like a face powder compact, be used without his consent to sell an independently manufactured compact provided the independent manufacturer puts upon each container sold a label containing his own name and stating that he is not connected with the original manufacturer and that his compact was independently compounded by him from the compound of the original manufacturer, together with his

own binder and stating the percentage of each.

We answer the questions in the negative. . . . When a manufacturer sells an article identified by his name he gives no implied permission to anybody to do anything to that article which may change or injury its quality and still identify it by his name, and any such act is a trespass which alone is a sufficient foundation for an injunction. If the plaintiff must allow anybody who buys his perfumes in the original bottles or containers in which he has put them with his label upon them to rebottle them or place them in different containers and sell them as the plaintiff's product it is evident that he is at everybody's mercy and to protect himself would be under the necessity of employing a staff of detectives and chemists to prevent persons, over whom he is without authority and without right of supervision. from injuring and adulterating the products with which his That irreparable injury might result from name is coupled. permitting the defendant, and if the defendant, then others, to do what he has done and is doing, is we think plainly The protection of the product in the original bottle and in the original package is of vital importance in such a case as this. The proper bottling of a perfume is essential to retaining its quality. If through carelessness or ignorance, or economy, the rebottling is not according to the plaintiff's standards, or some unscrupulous person should

adulterate the perfume irreparable injury to the reputation of the plaintiff's product would result. In the same way the value of a face powder or other toilet preparation may be seriously impaired by the use of improper containers or by using unsuitable ingredients for binders.

"..... We think the plaintiff's right rests upon the general principles of the law of trade marks. The Trade Mark Act should be so construed as to afford full and not partial protection to the business of the owner of the trade-mark and should be conductive to fair and honest business

methods."

In a supplementary opinion issued November 10 the court said in part: "If we assume that the defendant handles the plaintiff's product without in any way injuring its qualities, we think the injunction should issue on the ground that the defendant has no right to use the plaintiff's name without his consent on the particular products which the defendant rebottles or repacks, because the defendant has no right to put upon the plaintiff the burden of safeguarding the quality of his products, which such a situation would impose upon the plaintiff compelling him to keep a constant watch upon the defendant's conduct and the conduct of others who might choose to act in a similar way."

Following the decision, steps were taken by Coty to obtain mandatory injunctions against a number of concerns who had been rebottling Coty perfumes or using Coty's face powder in the manufacture of compacts which were sold under the name of Coty. The Importers' Exchange and the E. T. Browne Drug Co, have received permission to rebottle

Coty's perfumes,

## Coty Gets Decision Against Use of "DeCodet"

At a hearing before Judge Learned Hand of the United States District Court on October 27 in the case of Coty v. Frank Kalen trading as the Gray Drug Co., besides the usual injunction on the question of labelling, rebottling or repacking goods, a sweeping injunction was granted against the use of the name "DeCodet" by the Gray Drug Co., for face powders and similar toilet preparations. The attorney for the Gray Drug Co. stated that "DeCodet" had been used by his client for a period of three years and that his client had purchased a number of formulae from DeCodet, a Paris chemist, which was the reason that the Gray Drug Co. used the name "DeCodet" on its products. The court held, however, by its decision that this was a mere evasion and an attempt to imitate the name Coty unfairly.

#### Hudnut, Inc., Accused of Illegal Price Fixing

Richard Hudnut, Inc., manufacturer of toilet preparations, this city, is named as defendant in a petition in equity filed November 8 in the District Court of the United States, Southern District of New York, alleging that the corporation and "numerous retailers located at various places throughout the United States unlawfully did knowingly and wilfully eneage in, and are continuing and threatening so to continue to engage in a combination and conspiracy to restrain and monopolize" trade in toilet preparations of Hudnut origin.

The petition was presented by William Hayward, United States Attorney, and David A. I. Esperance, special assistant to the attorney-general; Ryland W. Joyce and Rush H. Williamson, Mr. Hayward's assistants. It prays a perpetual injunction to restrain the defendant corporation and

its agents.

As the basis for the petition, the government sets forth the following alleged actions on the part of the defendant: Establishing a reside price maintenance policy and putting into effect and carrying out the same in agreement with retailers engaged in the resale of the said articles, manufactured and sold by the defendant; agreeing with said retailers to the maintenance. In them, in their resale of

(Continued on page 419)



#### OFFICIAL REPORT OF FLAVORING EXTRACT OFFICIAL REFEREE SKINNER'S REPORT ON MANUFACTURERS' ASSOCIATION

Gordon M. Day, president of the Flavoring Extract Manufacturers' Association of the United States and his associates on the board of officers, have been extremely busy in the last month with the affairs of the association. Chairman R. M. Bond, of the Legislative Committee, and Thomas J. Hickey, executive secretary and attorney, also have had their time fully occupied. Conditions at Washington have called for particularly strenuous activity. Not long ago there seemed to be an improved trend in the attitude of the Internal Revenue Bureau toward legitimate uses of alcohol, but just as the sun of tolerance seemed starting to shine the iniquitous 25 per cent extra super liquidation penalty bond was rushed through, practically in secrecy, after public hearings which disclosed only opposition to its unfair provisions. In this connection reference should be had to our leading Editorial and to our Washington Correspondence on the situation. As will be noted the Flavoring Extract Manufacturers' Association is doing its full share to try to remedy the objectionable conditions, with Chairman Bond always right in the front of the fight.

President Day and Attorney Hickey have issued circular No. 137 which goes fully into the matter of the confiscatory bond No. 1530 and makes a strong appeal to the industry to arise and assert its rights before it is too late. The circular says in part:

"If the permittee makes any material false statement in the application for permit, or

"If the permittee does not fully and faithfully comply with the terms of the permit and all the laws of the United States now or hereafter enacted, and regulations issued as now existing or as may hereafter be amended, pertaining to intoxicating liquors the permittee shall pay 'as liquidated damages an amount equal to 25 per cent of the penal sum of the bond.

"This is, in our opinion, a most unjust and excruciating penalty to impose upon legitimate users of non-beverage alcohol. We urge you to make vigorous protest against this unfair requirement.

"Why should law abiding citizens of this country be mulcted in this manner simply because they are compelled to use alcohol in order to conduct their business? fessional criminal who is caught armed to kill in the very act of robbing a bank is customarily released on a bond of a few thousand dollars. A man is arrested for beating his wife, and the judge allows him to go home with a warning and often without even requiring him to sign his own bond. A bootlegger is caught with a large quantity of contraband liquor in his possession and the court requires him to put up a bond of \$500 or \$1,000 or \$1,500.

"But if an established business house with an unblemished record extending over many years in the community needs a little alcohol to carry on its business, a bond is required larger in amount than is usually required of the hardest criminal. And if the business house happens to make any

(Continued on page 402)

FLAVORING EXTRACTS

WASHINGTON, Nov. 18.—One of the features of the thirty-eighth annual convention of the Association of Official Agricultural Chemists held here this week was the report of Dr. W. W. Skinner, of the United States Bureau of Chemistry, as referee on "Non-Alcoholic Beverages and on Flavoring Extracts." The reports of this nature are the property of the association and are not given out for publication so that necessarily only a summary or abstract can be made of it.

With regard to the literature on non-alcoholic beverages only a few articles of an analytical nature have appeared in the last two years and Dr. Skinner makes mention of them. Several methods for analysis of flavoring extracts, however, have appeared. One of these was H. J. Wichmann's paper on "A New Vanilla Lead Number Determiwhich was printed in full in THE AMERICAN PER-FUMER & ESSENTIAL OIL REVIEW on page 301. September. 1921. Other articles are summarized. The following recommendations are made:

The subjects of non-alcoholic beverages and of flavoring extracts are so closely allied that it is recommended that they be combined under one subject, such as 'Beverage and household flavors and non-alcoholic beverages." 'flavor' is considered to be preferable to the term 'flavoring since from a standpoint of the enforcement of the extract.' Federal Food and Drug Act the two terms are not regarded as synonymous. The term 'flavor' is considered to be a much broader term, the term flavoring extract being limited to those flavors which have a menstruum of ethyl alcohol of proper strength.

"2. It is suggested that the referee for next year give consideration to methods of analysis for non-alcoholic flavors such as, for example, determination of the quantity of orange oil in peanut oil, and in mineral oil."

The association elected A. J. Patten, of East Lansing, Mich., President. Other officers chosen include R. E. Doolittle, of Chicago, Vice-President, and Dr. W. W. Skinner, Assistant Chief of the Bureau of Chemistry, Secretary-Treasurer. Dr. H. D. Haskins, of Amherst, Mass., and Dr. P. B. Dunbar, of this city, were elected members of the Executive Committee. The convention was largely attended and many interesting papers were read.

## Cassia Oil Restandardized

The Joint Committee on Definitions and Standards has adopted changes in standards for cacao butter, cayenne pepper and oil of cassia. The new standard for the latter, as announced by Dr. W. W. Skinner, chairman of the committee, is as follows:

Oil of cassia is the lead-free volatile oil obtained from the leaves or bark of Cinnamonum cassia Bl., and contains not less than 80 per cent (80%) by volume of cinnamic aldehyde.

Tax Division. Harry Whittle, president of the association and representatives for other associations attended the hearing and convinced the commissioner that his interpretation of the law was incorrect and he issued an official ruling holding that concentrated extracts and flavors to be used in soft drinks were not subject to tax. This decision was of great importance to the members of the association,

Mr. Hickey reported the Washington hearing on the labeling of soft drinks carrying crown caps. He endorsed Mr. Hutchinson's contention presented to the Bureau of Chemistry asking for a regulation which would promote uniformity in handling this subject and expressed the hope of a favorable outcome.

Objectionable features in the new Eighth Revision, Circular 21, of the Food and Drug Regulations were summarized and an account given of the hearing at the Bureau of Chemistry, October 2, which was reported in THE American Perfumer last month (page 337). The principal objection was to the ruling on the use of the word "imitation." Mr. Hickey closed with a tribute to the officers and members for their loyal support during the

RESOLUTIONS AGAINST USE OF THE WORD "IMITATION,"

D. W. Hutchinson, after making his report as National Councilor of the United States Chamber of Commerce, offered the following on labeling bottled soda water as an

Whereas, Few fruit flavors, other than those in which the flavor is derived from an essential oil, are suitable for use in bottled soda water, and the use of artificial or synthetic flavors has, through long usage and custom, been established as the normal practice in the manufacture of bottled soda water; and

Whereas, Many food officials urge the use of the word "imitation" prefixed to the name of the flavor as the proper wording for a soda water label or litho-graphed bottle cap to be used on bottled soda water which is artificially flavored, artificially colored or both; and

Whereas, The word "imitation" so used erroneously applies to all other ingredients of the beverage as well

as to the flavor and color; and Whereas, The word "imitation" so used is a disparaging term, giving to the public the impression of cheapness and inferiority; and

Whereas, Such use of the word "imitation" works a hardship and injustice to the manufacturers of soda water flavors and to the bottlers of soda water, con-demning and disparaging what are known as the "old line" flavors of soda water in favor of widely advertised products which are sold under so-called distinctive names without the necessity of qualification either as to flavor, color or quality; and

Whereas. A pure carbonated water sweetened with a pure sugar syrup flavored, colored and acidulated with harmless ingredients is a pure and standard soda water and is correctly labeled with a qualifying clause when necessary declaring the presence of artificial flavor or color or both; and

Whereas, The word "imitation" when prefixed to the name of the flavor, for example, "Imitation Straw-berry Soda," would correctly apply to an inferior product sweetened with saccharin and acidulated with vinegar, even though it were flavored and colored with the pure fruit; therefore, be it.

Resolved, That the National Manufacturers of Soda Water Flavors protest against the use of the word "imitation" prefixed to the name of the flavor as an improper and incorrect method of labeling those kinds of bottled soda water that are correctly described with-out that prefix by the words "Artificially Flavored," "Artificially Colored," or "Artificially Flavored and Colored"; and

Resolved. That the secretary be instructed to send a copy of this resolution to all national and state food officials, and to urge them to take action in accordance

Resolved, That the secretary be instructed to send a

copy of this resolution to the editors of all the bottling trade papers and to the officers of the American Bottlers of Carbonated Beverages and to the officers of all State Bottlers' Associations, with a letter urging them to use their influence to assist in attaining the purpose

After a general discussion by Mr. Hutchinson and practically all of the members present the resolutions were adopted and President Whittle appointed the following committee to confer with and enlist the co-operation of the American Bottlers of Carbonated Beverages: D. W. Hutchinson, Charles O'Connor and G. J. Hurty, with power to add to its membership. to add to its membership,

#### HEARING HELD AT THE BUREAU OF CHEMISTRY.

During recess Attorney Hickey and Mr. Saunders arranged for hearing the same afternoon at the Bureau of Chemistry on the "imitation" resolutions and President Chemistry on the "imitation" resolutions and President Whittle appointed the following committee to present the views of the association: D. W. Hutchinson, Dr. H. R. Hess, G. J. Hurty, A. H. Saunders, Hugh J. McMackin, H. C. Schranck and Thomas J. Hickey.

The committee with President Whittle proceeded immediately to the Bureau of Chemistry where they were accorded a very full and courteous hearing before a Board consisting of Dr. Skinner, Dr. Dunbar and Dr. Sales. The resolution was presented and the points involved therein fully discussed pro and con. The hearing consumed over an hour's time and the committee left a copy of the resolutions with Dr. Skinner and the other mambers of the tions with Dr. Skinner and the other members of the board and these gentlemen promised to give it careful consideration. The committee returned to the convention room and the secretary reported the results.

The old officers were reelected and the time and place of the next convention was left to the decision of the officers and board of directors.

The following resolutions were then adopted:

Resolved, That we the National Manufacturers of Soda Water Flavors, extend our thanks to the National Confectioners' Association, the Flavoring Extract Manufacturers' Association of the United States, to R. H. Bond, Chairman of the Legislative Committee of the Elevating Extract Manufacturers' Association and the Elevating Extract. Flavoring Extract Manufacturers' Association, and to other associations that have directly or indirectly assisted us or co-operated with us during the last year in legislative matters and other vital problems confronting our industry.

Resolved. That the sincere thanks of the National Manufacturers of Soda Water Flavors be extended to the trade press for the publicity given to our work during the last year and for the splendid manner in which all of the trade papers have co-operated with us in giving publicity to information sent out by us relative to objectionable legislation and other important matters, which could not have been readily circulated without the aid of the trade press; and be it further

Resolved, That we ask the same co-operation from the trade papers during the coming year.

#### Members of the Association

American Extract & Supply Co., 191 Spring street, New York City.

E. Berghausen Chemical Co., Richmond and Carr streets, Cincinnati.

Blue Scal Supply Co., 12 Portland street, Boston, Mass. W. J. Bush & Co., 370 7th avenue, New York City. Cherry Blossoms Mfg. Co., 1409 N. 6th street, St. Louis. Cliquot Club Co., Millis, Mass. Coca Cola Co., Pratt and Concord streets, Baltimore, Md.,

and Atlanta, Ga.

Conron & Co., 265 West Broadway, New York City. Crescent City Carbonate Co., Celeste and Religious avenue, New Orleans.

De Lisser & Co., 455 West 26th street, New York City. Downcy-Turnquist & Co., 27 W. Illinois street, Chicago. Globe Extract Co., 1409 S. Ashland avenue. Chicago, Jacob House & Sons, 52 St. Paul street, Buffalo, N. Y. Hurty-Peck & Co., 19 N. Alabama street, Indianapolis. W. H. Hutchinson & Son, 2101 Walnut street, Chicago.

Ladwig-Schlueter Co., 114 Huron street, Milwaukee. Lehman-Rosenfeld Co., Cincinnati, Ohio, Liquid Carbonic Co., 3100 S. Kedzie avenue, Chicago, Henry Magnus. 21 W. Illinois street, Chicago, Hugh J. McMackin Co., 39 Portland street, Boston, Monarch Mfg. Co., 223 Peachtree street, Atlanta. Northwestern Extract Co., 234 Broadway, Milwaukee, National Fruit Flavor Co., 1031 Constance street, New Orleans

Orange-Crush Co., 224 W. Huron street, Chicago. Frank F. Pasch Co., 355-57 East Water St., Milwaukee. Post Flavor Co., R. F. D. No. 1, Cape May Court House,

Paul Reiger & Co., 116 First street, San Francisco, Cal. Scales-Wilson Co., 107 E. Coffee street, Greenville, S. Car. C. F. Sauer Co., Richmond, Va. Schoenhofen Co., P. O. Box 743. Chicago. H. C. Schranck Co., 49 Biddle street, Milwaukee. Schuster Co., E. 4th street and Huron road, Cleveland. Sethness Co., 659 Hobbie street, Chicago.

Smack Co., Orleans street at Eric, Chicago. Standard Bottling & Extract Co., 117 Heath street, Boston. William J. Stange Co., 2549 W. Madison street, Chicago, Theall-Stefan & Co., 297 Pearl street, New York City. Theonett & Co., Inc., 1302 W. Division street, Chicago. S. Twitchell Co., 225 Vine street, Philadelphia. Warner-Jenkins Co., 2526 Baldwin street, St. Louis, West India Mfg. Co., 9 S. Second street, St. Louis, Whittle & Mutch, 176 W. York street, Philadelphia,

## PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, toilet preparations, flavoring extracts, soaps, etc.

#### FEDERAL

### Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 10,451 to 10,550 inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the following are of inte est to our readers:

10,454. Adulteration and misbranding of oil of birch. Default decree of condemnation and destruction. Adulterated with synthetic methyl salicylate, but labeled "True Natural Sweet Birch Oil."

10,461. Adulteration of lemon extract. Plea of guilty. Fine, \$25 and costs. A diluted terfeneless extract, deficient in citral.

Ten olive oil seizures were condemned, nine being destroyed and one released under bond.

#### Standardizing of Food Containers

Many favorable responses have been received by the Division of Simplified Practices of the Department of Commerce to the invitation for a conference on the question of standardization of food products containers, to be held in Washington during the week of January 15. Officials of the department feel confident that the conference will prove a success. Invitations have been sent out to about 60 associations and individuals. Among those on the list are the Flavoring Extract Manufacturers' Association, Glass Containers' Association, American Spice Trade Association, American Specialty Manufacturers' Association, National Association, National and American Association and Manufacturers' Bux Can Co.

#### Campaign to Promote the Use of Spices

George H. Carter, chairman of the Spice Grinders' Section of the American Spice Trade Association, following a meeting of the section in Chicago recently, has announced that a campaign will be inaugurated to increase the use of spices throughout the country. Mr. Carter is treasurer of the D. & L. Slade Co., of Boston, Mass.

### OFFICIAL REPORT FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION

(Continued from page 399)

mistake in getting up the application for permit, or in handling or keeping track of the alcohol used, instanter, this business house is penalized to the extent of 25 per cent of the full amount of the bond.

"Have tee lost all sense of proportion in this matter." Has the possible misuse of alcohol by a reputable business man become the highest crime on the calendar? It would seem so. The vicious criminal apprehended red-handed fares better in the matter of bonds than does the business man who is ordinarily, in other matters, above even the suspicion

of terong-doing.

"And there is no reason why these heavy penalties should be heaped upon his unoffending head. The business man is known in his community. His qualifications and reputation can be ascertained before permit is granted. He always has some financial standing and credit, and often has unlimited tinancial responsibility. If he does anything illegal, the Gov ernment knows where to find him. His permit may be re voked by a very simple and quick process.

"If he owes any taxes, same may be collected by distraint or other summary process instituted by the Government. If he has committed any offense he may be prosecuted in the regular way. And yet in addition to all these penalties and punishments the prohibition commissioner wants to collect 25 per cent of the bond for any infraction of the law or rules, whether done innocently or intentionally, and regardless of whether the breach is large or small, serious or unimportant.

"It is time for non-beverage alcohol users to wake up and assert their rights while yet they have some rights to assert You are not in husiness to enrich the bonding companies Some of the bonding companies are with us in this fight. We do not know what the others are doing or have done. But we know that sooner or later you will have to pay higher and higher premiums if this 25 per cent liquidated damages clause stands."

The association has sent to the members a Memorial for Frank A. Ross, long its treasurer and one of its most loval members, which was passed at the meeting of the Executive Committee in New York September 22. The committee was composed of Fred S. Rogers, R. H. Bond and F. S. Muchmore. They paid a fine tribute to the worth of their departed friend and associate.

Circular No. 138 is on the subject of "Outside Corporations Doing Business in Alabama." Alabama has a law which requires the registration and taxation of corporations outside of the State doing business in it. It is now enforcing a penalty of not less than \$250 against firms that have failed to comply with the law. Our readers who are interested will find full details in this official circular, which is too lengthy to reproduce. An effort is to be made to modify and liberalize the law at the session of the Alabama Legislature which will convene in January, 1923.

The association still is keeping up its fight for modifications and alterations in the new Food Circular 21, Eighth Revision. Attention is called to the resolutions in the report of the convention of the National Manufacturers of Soda Water Flavors on the subject of the use of the word "imitation" in connection with flavors. The report is printed in this section in this issue.

## Imports of Vanilla Beans Increase

Imports of vanilla beans into the United States for the eight months ended in August amounted to 823,975 pounds, valued at \$1,719,214, an increase in valuation of more than \$500,000 over the same period a year ago. August imports were 91,888 pounds, valued at \$170,432. This was a decrease of 14,000 pounds from August a year ago, but an increase in value of \$5,000.

## ACTIVITIES OF ASSOCIATIONS, SOCIETIES AND CLUBS

#### A. M. T. A. TO MEET APRIL 10, 11, 12

The next convention of the American Manufacturers of Toilet Articles will be held at the Biltmore Hotel, New York City, April 10, 11 and 12, 1923. The arrangements have been made by Walter T. Hathway, chairman of the Convention Committee, who was authorized by the Executive Board to fix the date.

The Executive Board at a meeting which was held recently, elected the following firms to membership:

#### ACTIVE

Marshall Field & Co., 121 North State St., Chicago, Ill.

The Baxter Paper Box Co., Brunswick, Me. Meyer, Jensen Co., Inc., 10 Reade St., New York City. David Berg Industrial Alcohol Co., Philadelphia, Pa.

#### NEW YORK ALLIES RESUME MEETINGS

The first meeting of the Perfumery, Soap and Allied Industries of New York for the autumn and winter season was held at the Hotel Brevoort, New York City, on the evening of October 27. The meeting was attended by about sixty members who enjoyed motion pictures of outdoor life, displayed through the good offices of Burton T. Bush, president of the Antome Chiris Co., New York.

There were no set speeches and Edwin Sefton, president of the association, was empowered to appoint a committee on nominations for officers for the ensuing year and also a committee on committees which will appoint committees to direct the activities of the association. Mr. Sefton announced that Victor Murdock, chairman of the Federal Trade Commission was expected to speak at the meeting November 24 at the Knickerbocker Grill. Warren E. Burns will preside and H. A. Guiler, former assistant attorney general, will speak. Officers will be elected.

#### Druachem Club Elects Officers

The annual dinner and entertainment of the Druachem Club was held in the club rooms, Angelo's restaurant, Pearl street. New York City, November 6, when almost 200 members gathered to enjoy the elaborate program of professional entertainment provided by B. M. Spenser, George P. Huisking, B. J. Fogarty, R. J. Prentice and John A. Chew. Early in the evening the members assembled in the club rooms for informal chats and for the election of officers. The feast which followed was held on the banquet floor of the restaurant which is especially adapted for the purpose, Fourteen numbers were on the program and all were enjoyed. There were no speeches except for a few remarks made by the popular retiring president, George P. Huisking, who thanked the members for their loyal support in the last year. Music was furnished by a lively orchestra.

Huisking, who thanked the members for their loyal support in the last year. Music was furnished by a lively orchestra. The new officers are as follows: E. H. Bobst, Hoffman-LaRoche Chemical Works; First Vice-President, Peter A. Dirr, C. L. Huisking, Inc.; Second Vice-President, Eugene Droesch, A. Klipstein & Co.; treasurer, John A. Corson, of C. L. Huisking, Inc.; Secretary, Charles E. Kelly, of Hagerty Bros. & Co.; Chairman Board of Governors, William Haynes, Drug & Chemical Markets; other members of the Board of Governors: L. D. Ettman, Powers-Weightman-Rosengarten Co.; Edward Zink, Eli Lilly & Co.; Frank C. Starr, Sharp & Dohme; Louis E. Goessman, Innis, Speiden & Co.; George P. Huisking.

## Society of Chemical Industry

A membership list for the United States has just been issued by the Society of Chemical Industry. The total is 808. New York leads with 267, New Jersey has 109 and Massachusetts is third with 82.

#### SYNTHETIC MANUFACTURERS ADOPT PLANS

The Synthetic Organic Chemical Manufacturers' Association held an important meeting at the Pennsylvania Hotel November 9 at which the members discussed and adopted a policy in connection with the administration of the Tariff Act of 1922. As the Act makes the American manufacturer a party in interest in many matters that will come up for decision in the courts in the administration of the tariff, it was voted to act as an organized association in such matters rather than as individual manufacturers.

The association decided to employ as counsel in the conduct of its affairs in this connection the law firm of DeVries & Doherty, of 120 Broadway. Former Judge DeVries and Thomas J. Doherty, members of the firm, are recognized as among the most able customs attorneys in the country, and will see that the domestic interests will get the advantage of the new tariff status accorded them in the flexible provisions of the new law.

Dr. Charles H. Herty, the president, announced that arrangements had been made with the chemical division of the Department of Commerce for the monthly publication of prices in Germany of the most typical products manufactured by the American industry.

#### MERCHANTS' ASSOCIATION "OVER TOP."

New York Merchants' Association celebrated its twentytifth anniversary with a big meeting in Madison Square
Garden on November 17 and a drive which sent its membership roll over the top. In the campaign 1,850 firms were
added to the roster, making the total 7,739. The speakers
included General John J. Pershing, Governor-elect Alfred
E. Smith, Senator-elect Royal S. Copeland, President
Julius H. Barnes of the United States Chamber of Commerce, and Harry A. Wheeler, former President of the
Chicago Chamber of Commerce. A general program for
enlarged service was laid down by Lewis E. Pierson, president of the association.

#### Chemical Salesmen Hear Interesting Addresses

Chemical Salesmen's Association, New York Chapter, held its monthly meeting at the Chemists' Club on the evening of November 21. The features of the session were addresses by Dr. Charles H. Herty, president of the Synthetic Organic Chemical Manufacturers' Association, and by Dr. Daniel Watters, of the Germantown Dye Works.

by Dr. Daniel Watters, of the Germaniown Light The subjects to be treated in the course of lectures designed to improve the chemical knowledge of chemical salesmen have been announced. These lectures, made possible by the co-operation of the Executive Committee of the Salesmen's Association of the American Chemical Industry and the College of the City of New York, will be in a series of ten, delivered at the college by Fredrick E. Breithut, Sc. D., and will be illustrated by experiments. The fee for the course is \$10. The booking is being cared for by D. H. Killeffer, 19 East 24th street.

The subjects of the lectures will be as follows:—January 5, "How a Chemist Works"; January 12, "Gases"; January 19, "Liquids"; January 26, "Solids"; February 2, "Solutions"; February 9, "Acids and Alkalies"; February 16, "Metals and Their Salts"; February 23, "Carbon and Its Compounds"; March 2, "The Language of Chemistry"; March 9, "Economic Chemistry."

#### Insecticide Association to Hear of Poison Gas

Brig-Gen. Amos A. Fries, chief of the Chemical Warfare Service, will speak at the annual meeting of the Insecticide and Disinfectant Manufacturers' Association, to be held in this city December 11 and 12. His subject will be "New Developments of Using Poison Gas on the Boll Weevil in the South." Other speakers are scheduled, including one who will advocate the use of calcium arsenate.

## SPECIALTY MEN HOLD IMPORTANT CONVENTION

Fourteenth Annual Meeting, Atlantic City, November 15 to 17, 1922

The fourteenth annual convention of the American Specialty Manufacturers' Association, held at Atlantic City in the Traymore Hotel, November 15 to 17, was one of the most successful in its history. About 200 of the leading manufacturers of food specialties were in attendance, with a liberal sprinkling of wholesale grocers, brokers and representatives of allied trade associations.

Fred Mason, vice president of the American Sugar Refining Company and president of the organization, declared that the most important development in the campaign for more cordial and efficient relations between manufacturers and distributors of food products recorded in recent years was a code of ethics which clearly defines the responsibilities of manufacturer, wholesale grocer and retail grocer. This code had been worked out by the merchandising committee of the association, headed by F. D. Bristley. Summed up, the code provides that 'it is the obligation of each and every manufacturer, wholesaler and retailer:

"Ever to be mindful of and guided by the fundamental principle that they are engaged in a business affected by a great public interest and serving a paramount public purpose, wherefore they should constantly and earnestly strive, at all times, to elevate it to the highest plane of efficiency. integrity and usefulness:

"Always to deal each with the other in a true spirit of justice, amity, courtesy and tolerance, and in pursuance of the elementary conception of right and honorable business conduct, which should and must prevail in a society built upon the sure foundation of a democracy. Organized in harmony with the most enlightened civilization in history, and finally directed to preserve individual opportunity and free and fair competition in the enhancement of the general welfare.

In addition, the code of ethics outlines specific duties and obligations of the three factors in the chain of food products

manufacturing and distributing.

The code has been devised through co-operation by The American Specialty Manufacturers' Association, the tional Wholesale Grocers' Association, the American Wholesale Grocers' Association, and the National Association of Retail Grocers, and has the endorsement of the trade bodies.

Louis McDavit, of Colgate & Co., chairman of the Committee on Standardization, reported on the efforts of his committee to secure a standardization of packing, chiefly through conference with a committee of the National Whole-sale Grocers' Association. The chief suggestions, he said, had been that similar goods be packed the same number of units to a case, having in mind parcel post weight limitations, packed in quantities to suit the retailer and thus avoid breaking the original package by the jobber, packing to fit ware-house and shipping conditions and the adoption of the metric system in determining the number of units per case, that is, packing tens, fifties, hundreds, etc., instead of dozens.

Considerable difficulty has been encountered through the indisposition of members to change their established practice, and while everyone agreed on the desirability of uniformity, each insisted that his own plan was the right one to adopt as a basis. The committee felt that for the present little more progress could be made, the chief hope being in the proposed conference called by Secretary Hoover, of the Department of Commerce, between the division of simplified practice and trade representatives, to be held January 15, looking to the

same end.

A. C. Monagle, reporting on investigating bogus orders sent in by salesmen, stated that surprisingly few instances of such offense had been reported, and the association had uniformly lived up to its agreement to stand back of the genuineness of all orders bearing its stamp, even to the extent of paying the jobber his profit in case an order was found irregular. During the year, he said, only 528 refusals

on delivery had been sent in by 158 jobbers, and of these only 109 were found to be really bogus and the association paid the profit to the jobber on them, in every case but one, the manufacturers concerned reimbursing the association.

One of the important papers was by Charles Dunn, counsel of the association, on the subject of "Resale Price Maintenance Before the Supreme Court of Reason. It was a complete discussion of the widely varying and conflicting decisions of the Supreme Court in numerous cases affecting the practice of manufacturers regulating the sale price of their specialized products, and was generally re-garded as one of the most lucid analyses of the entire question of price maintenance under the doctrine of the Sherman law ever presented in the food trade.

Mr. Dunn pointed out how the court has so attempted to define delicate points of distinction as to completely befuddle the average business man, who, he said, is prone to paraphrase the language of a famous European teacher, and say: "Day by day in every way I am getting more and more perplexed." The British law on which our own is based plainly holds that it is lawful for a manufacturer to control his product and that what is restraint of trade as regards dealers is really liberty of trade as regards a manufacturer. In our own country many State Supreme courts have protected price maintenance, while the Federal courts have interdicted it and in many instances given seemingly antagonistic decisions, wholly baffling to one who believes that considerations of economic cause and effect should prevail.

It was Mr. Dunn's ultimate conclusion that "the law concerning resale price maintenance will never be settled until settled right, and will never be settled right until fairly adjudged and settled before the supreme court of

reason

N. B. Gaskill, chairman of the Federal Trade Commission delivered an address on "The Larger Business," which be interpreted as meaning the evolution now in progress toward adjusting commerce along larger and more equitable It is apparent, he said, that an educated economic lines. people are challenging mercantile conditions now as never before, but it is not quite clear what they are striving to accomplish by way of reform. Clear thinking was never as essential, and if the principles set forth in the Declaration of Independence are to be sustained, not only must buyer and seller reach a mutual agreement as to what is desirable, but if they fail to do so the Government, will step in and act as a compulsory arbitrator.

We are already abandoning, he held, worn-out ideals, but the dynamic ideal of the competitive system of mer-chandising is bound to prevail, even if protective legislation becomes necessary. This need not force the abandonment becomes necessary. This need not force the abandonment of the Sherman law nor compel the elimination of private ownership in public service. Either there must be self-repression between the conflicting interests or the com-

munity will enforce legislative supression.

The next few years, he said, will be big with portent, and, while it may not be clear now what the ultimate outcome will be, there is bound to be a realization attained, degree by degree, of an objective which will guarantee life, liberty and the pursuit of happiness, and therein lies "the larger

W. Frazier, Jr., of the Franklin Sugar Refining Co., of Philadelphia, was elected president for the coming year. F. D. Bristley, of the Royal Baking Powder Co., of New York, was chosen first vice president; R. R. Clark, of the Vunt Jemima Mills Co., St. Louis, second vice president; F. E. Barbour, of the Beech-Nut Packing Co., of Canabillo joharie, third vice-president, and D. O. Everhard, of the Ohio Match Co., treasurer.

Four new directors were elected to serve a term of three years, as follows: Fred Mason, American Sugar Refining Co.: Louis McDavit, Colgate & Co.; H. D. Crippin, Bon Ami Co., and F. G. Baker, Baker Food Products Co. Two directors to serve two years to finish unexpired terms were elected: J Graham White, Tetley Tea Co., and B. F. Amos, Nestle's Food Co, being selected to fill the vacancies.

Advices from Grasse are that Marie Merle, daughter of Mme. Merle, of Bruno Court, is engaged to be married to Augustin Blanque, also of Bruno Court.

Attention is called to the announcement of the Wepplo Manufacturing Co., 733 North Carpenter St., Chicago, Ill., on advertising page 69. This is the first of the series of announcements which the company is to publish describing the features of the Wepplo Automatic Combination Folding and Clipping Machine for Collapsible Tubes.

Antoine Chiris Co., 147 Waverly Place, New York City, begin on advertising pages 56 and 57—a new series of inserts in color showing the numerous effects that may be had by using Capes-Viscose.

Attention is called to the striking insert of the Inyo Talc Co., Los Angeles, Cal., which appears between advertising pages 32 and 33. The abverse side contains a description of the new 100-pound sacks in which Sierra talc is packed and the reverse side contains information on the logical way to pack and ship talc.

Etienne Descollonges, partner in the firm of Descollonges Frères, Lyon, France, sailed for home November 4 on the Rotterdam. He spent about a month here conferring with Mr. C. D. Edwards, president of Benj. French, Inc., 160 Fifth Avenue, New York, agents for Descollonges Frères.

I., J. Zollinger, special representative for Roure-Bertrand Fils, Inc., and Justin Dupont, Inc., New York, has just completed a three weeks' trip through the Mid-West. He found business in good shape and everybody optimistic on conditions.

E. M. Laning Co., Inc., 273 Water street, New York City, have called our attention to the fact that the line of Essodors, of H. Euziere & Co., Grasse, France, was originated by their principals fifteen years ago and for a number of years sold under the name of Essence Concrete de Fleurs. E. M. Laning Co. is the exclusive American representative of H. Euziere & Co. and the only authorized distributor of these products in the United States, Canada and Mexico. Essodors have been sold in this country under the trade names of Ajax, Papaver, Fleur de Pavots, Ivy, Fleur de Ma Mie, Sofrania, Onelia, etc. The line as a whole comprises over fifty bases including many floral odors as well as bouquet novelties.

H. Euziere & Co. also manufacture a complete line of natural flower oils, essential oils and resinoids.

E. M. Laning Co., Inc., 273 Water street, New York City, have been appointed sole American representatives for Société des Produits de Synthèse "Sopros," of Mantes (sur Seine) France, manufacturers of synthetics, aromatic chemicals and specialties.

Société Sopros was founded in 1910 at Chichy, near Paris, by the well known chemist Professor Darzens, of the Polytechnic High School of Paris. About two years ago a new factory was purchaser at Mantes-sur-Seine and the most modern equipment was installed for the manufacture of aromatic chemicals. The Société was capitalized at one and a half million francs and has developed its business rapidly among some of the leading consumers in France and other continental countries. The leading spe-

cialties of Société and phenylethyl alcohol and its derivatives, linalyl acetate, aldehydes 8 to 13, citral, ketone D, hydroxycitronellal, artificial violets, musc ambrette, geraniol, rhodinol and vanillin.

The E. M. Laning Co., Inc., already have stocks on hand of all of the leading specialties and advise that they are ready to submit samples.

Justin Dupont, head of Etablissements Justin Dupont S. A. Argenteuil, France, arrived in New York on the Paris November 18 for a short business visit and conference with Mr. George Silver, vice-president and general manager of Justin Dupont, Inc., New York. This is Mr. Dupont's second visit to the United States this year, but he is a great admirer of the United States and is always glad when business carries him to our shores.

Mrs. Ida Chernoff, of the San Francisco firm bearing her name, was a recent visitor to New York.

In addition to supervising her large and growing business she is very active in delivering lectures throughout the country to women on the proper use of total preparations.

W. G. Ungerer, head of Ungerer & Co., New York, is a very ardent exponent of the protection of trade names for raw materials. He told us recently, half seriously and half in fun, that he has encountered a number of close approximations of some of the trade names of his own firm and his principals. He recently inquired of his private secretary:

"Have we any form letter that we send to people who use our trade names?"

"Yes," answered the bright young lady.

"How many were there?"

"About a dozen."

We trust that Mr. Ungerer will soon be relieved of the necessity of using any more of these circulars.

Oscar F. Obermayer, formerly general sales manager of Rockhill & Vietor, New York, who are now in liquidation, has been appointed assistant sales manager of Belgian Trading Co., Inc., New York.

Friends of Jean Fabre, of the Roure-Bertrand and Justin Dupont companies, who saw his happy smiles in Paris on October 26, and for long afterward discovered that the cause was a fine new boy. Mr. Fabre, who has many acquaintances here, visited America last Spring in the interests of the companies. Mnie. Fabre is the only daughter of Senator Amic, of Grasse, the principal of Roure-Bertrand Fils and the representative of the Alps Maritimes district in the Senate of France.

Metal Package Corporation of New York announces on advertising page 7 its latest package achievement, an all-metal face powder box. The new specialty is fully described in the company's announcement.

A. Bourjois & Co., Inc., 35 West 34th street, New York City, warn the trade in an announcement on page 72 that Ashes of Roses rouge and Rouge Mandarin are lawful trade marks belonging to that company and that it proposes to protect its trade marks to the fullest extent.



Emile Schlienger, senior partner of Bertrand Frères, sailed for Cherbourg on the France, November 15, after a month's visit. In company with Mr. P. R. Dreyer, the firm's American agent, he called on the trade and was very well pleased with the business outlook.

Mr. Schlienger has arranged to furnish us with a series of photographs of the newly enlarged plant of Bertrand Frères and we shall take pleasure in publishing these in our next issue together with some particulars regarding the development of the firm.

Mrs. Stafford Allen, wife of Stafford Allen, chairman of Stafford Allen & Sons, Ltd., essential oils, London (of which firm Ungerer & Co., New York, is the American representative), has been appointed a Magistrate for the County of Suffolk, England. Mrs. Allen has always taken an active interest in women's organizations and civic affairs in Suffolk.

M. Auguste Muller and Mme. Muller, nee Heinzelman, of Grasse, France, have been receiving numerous congratulations on the arrival of a fine son in their domicile. M. Muller is co-proprietor of Bertrand Freres, of Grasse, of which firm P. R. Dreyer, 109 Beekman street, New York City, is the American representative.

Karl Voss, New York manager of William Buedingen & Son, paper box manufacturers, Rochester, N. Y., is wearing a broad smile these days on account of the arrival of Donald Voss, who reached this world the day before election.

The big family of employees and executives of Trece Laboratories, 134th street and Willis avenue, New York City, held a gala Hallowe'en party on the fifth floor of the company's building, on the evening of October 31. It was the first of the Autumn gatherings of the entire staff which meets periodically in a social way to make business life more enjoyable; and it proved to be a rousing success in every sense.

One reason for this was the presence of the Secretary and General Manager, Myram Picker, and Dr. D. Paul Gillespie, president and Dr. Arthur C. Palmateer, treasurer of Trece Laboratories, all of whom took part in the games with as much enthusiasm as the youngest member of the staff. Prizes won by Miss Katherine Boland, Mrs. Helen Rice, V. E. Meadows, Supt. William Fehrman, Paul G. Helmecke and Albert E. Mullen were awarded by W. C. Siebert, who acted as master of ceremonies with his usual skill, ready wit and ingenuity. By unanimous consent, a vote of thanks was given to Dr. von Bauer Breitenfeld, chief chemist, who concocted the punch and who acted as dispenser at the punch bowl.

Despite his protestations of being present strictly in an unofficial capacity, every one present insisted on a speech by Myram Picker, secretary and general manager, to which he finally consented. Mr. Picker thanked the "Trece family" for the privilege of being present and for the opportunity it gave him to thank them for their loyal support. He said he hoped that three or four such gatherings would be held each year because everyone had so good a time at such affairs. He then briefly sketched the growth of the business from the time when Miss Sadie Grossberger, who now holds a responsible position with the company, was the only employee. Then she acted as stenographer, shipping clerk and in other capacities did the work

that is now done by scores of employees in numerous departments. Mr. Picker also paid a tribute to the able assistance of W. C. Siebert in building up the organization. At the end of his talk Mr. Picker was roundly applauded.

The affair was arranged by Miss Loretta Brady, Mrs. Helen Rice and W. C. Siebert; and its complete success was due largely to their management. After the games, light refreshments were served and dancing was enjoyed until a late hour.

John A. Holmes, of the F. N. Burt Co., Ltd., Buffalo, N. Y., is back home and busy as ever after an enjoyable motor trip with his wife and son across New York State and through the Adirondacks, with a stop at Saranac Lake.

Ungerer's Bulletin, Volume III, No. 5, just issued by Ungerer & Co., 124 West 19th street, New York City. presents another entertaining symposium of articles relating to the aromatics industry. Some of the subjects are as follows: "Alcohol Difficulties," by W. G. Ungerer, being a strong protest against interference by the Prohibition Unit with legitimate users of industrial alcohol; "Candy Industry Hard Hit"; "The Embargo Survives"; "False Thyme"; "Talc Specifications," by C. L. Speiden, of Innis, Speiden & Co., New York; "Toilet Soap Perfuming," by A. C. Lansing, Lightfoot-Schultz Co., Hoboken: "Give and Take," by Henry Tetlow, Henry Tetlow Co., Philadelphia; "O, Voi Barbieri?"; "Counting the Costs," by Russell B. Stoddard, of Ungerer & Co.; "English Lavender"; "American Collaboration," by Aromaticus; "Tuberoses Damaged"; "Echoes of the Past"; "English Perfumery a Century Ago"; "Primary Materials; Information from Authoritative Sources".

Beautébox, Inc., 120 West 42nd street, New York City, opened on November 3 a retail and wholesale store just west of Fifth avenue in 42nd street, where Beautébox utility containers and specialties in a wide variety of styles and sizes are displayed. The various uses for which these boxes may be adapted are indicated and these include 28 different purposes, ranging from pencil boxes to candy boxes. The containers reproducing the portraits of noted motion picture stars which have appeared on the front covers of this journal for the last six months are offered in numerous different sizes; and have proved to be very popular with the retail trade as well as with the wholesale trade.

The store is attractively lighted and decorated and is in charge of Miss Irene Reid. While the store was opened primarily as an experiment, the success it has met with may lead the company to extend its present lease beyond February 1.

Miss Dorothy Hays, cosmetics buyer for Anna Guehring, San Diego, Cal., won the watch, after choice by lot, for the longest distance traveled from within the continental boundaries of the United States by a buyer attending the recent National Merchandise Fair.

William J. Gesell, aged 57, secretary of Lehn & Fink, Inc., manufacturing druggists of 635 Greenwich street, died suddenly Nov. 20 after an attack of heart disease. His home was in Montelair. He came to the United States from Germany thirty-nine years ago and entered the employ of Lehn & Fink. He leaves his wife and two sons.

Henry J. Sage, president of the Henry J. Sage Co., specialists in suretyship, 120 Broadway, New York City. has prepared a very interesting paper on the relative positions of the public, the Government and the surety companies in relation to the 25 per cent forfeiture clause provided for in Treasury Decision 3398 relating to bond 1530 to be given by legitimate users of alcohol. He reviews the situation in all of its aspects and presents nine strong reasons for opposing the forfeiture form of the bond, which, he points out, is not only unfair to the permittees, but provides a cudgel which could be easily wielded for graft by dishonest officials. Failure to provide for any distinction between violations due to error and those committed with intent is one of the objectionable features, although, of course, the confiscatory provision is paramount, reaching out beyond the permittee even to his general creditors in its effects. Mr. Sage's firm, in the first of a series of announcements on advertising page 61 warns permittees against paying "bootleg" premium rates and outlines the service which it offers to applicants.

Western Cartridge Co., East Alton, Illinois, publishes between advertising pages 108 and 109 an attractive insert calling attention to the collapsible tubes which it manufactures. The company recently assumed the control of the Mechanical & Chemical Equipment Corporation, of Phillipsdale. Rhode Island.

Foxon Co., Inc., of Providence, R. I., had an exhibit at the recent big Graphic Arts Show in Boston, displaying some unusual label press work in the form of clearly embossed modern designs in beautiful colorings for perfumery packages. A. K. Paul, treasurer of the Foxon Co., studied all lines of art printing in France, Belgium, Switzerland and England, before coming to this country, where he also has been associated with prominent brms. Mrs. Mildred Paul is secretary and sales manager, the other officers being Frank P. Ingalls, president, and Benj. Richard, vice-president, both of New York City.

Liquidation report of the Hardy Chemical Co., Hartford, Conn., up to August 31, made by E. Reinbold, trustee, shows \$6.744 liabilities and \$569 assets.

Friends in the essential oil trade here will be interested in the announcement that Hans H. Herschmann, formerly of this city, has become a partner in the firm of Friedrich Schäfer, imports and exports, Hamburg, Germany. Mr. Herschmann was a partner in the firm of Rockhill & Vietor when it went into liquidation early this year, having been admitted in 1919, after five years' service as an executive. Mr. Herschmann will supervise the firm's American business.

W. McClenaghan, sales manager of Park & Tilford's toilet goods department, has sent to retailers a copy of a two column advertisement of the Angelus Christmas gift sets that will appear in December in magazines reaching 15,000,000 women. The set includes the five Angelus specialties, lemon cleansing, tissue and vanishing creams, rouge and lip stick. A novel feature is the reproduction in fac simile of Mr McClenaghan's letter in his own handwriting.

Lightfoot Schultz Co., soap manufacturers, Hoboken, N. J., recently were uncomfortably close to a \$60,000 garage fire, which attacked their fine eight-story building, but the firemen kept their loss down to \$2,000.

Sanitol company, manufacturer of toothpaste, recently ran a teaser campaign consisting of the bust picture of a man holding a bottle and a tube, with the words, "Dentists say Use Both," in white on the heavy shadow it cast. As the time for the breaking of the secret approached, the reader was told to look in the paper on a certain day. The climax was a quarter page offer of free samples and full descriptions of the toothpaste and liquid antiseptic.

Mr. and Mrs. Walter J. Lehman announce the arrival of Master Robert David Lehman on September 26. The happy father is superintendent of the David Berg Industrial Alcohol Co., manufacturers of alcohol, Philadelphia.

Attention is directed to the metal seal, with patented gummed back, affixed to the insert of the Stanley Mig. Co., of Dayton, O., which will be found between advertising pages 68 and 69 in this issue. The company makes a specialty of supplying these seals in many designs.

The factory and laboratories of R. H. Macy & Co., New York, have been moved to 418-426 Eleventh avenue, northeast corner of West 35th street. Telephone: Fitzroy 6100.

W. B. Palmer, western sales manager for Colgate & Co., New York, was a member of the committee which had charge of an entertainment and banquet of the sales managers and purchasing agents San Francisco Bay district on October 19.

Additional machinery and more space have been required for the laboratories of Adolph Klar, New York, manufacturer of rouge, lipsticks, face powder compacts, etc., to cope with the increasing demand. Mr. B. Kronish in an interview recently stated that though the laboratories have been working night and day, it has been impossible to take care of all of the business offered. Mr. Kronish has always been a strong advocate of American-made merchandise, so that it is gratifying to report the success of the firm's products in a market that is highly competitive.

The hand decorated and special design boxes have been in particularly good demand, we are told, as have their two newest products, the Super-size lip stick and the Triplet Vanity. The latter, the attractive polished metal case, contains face powder, rouge and lipstick. Mr. Kronish has been a whole year developing it and it promises to be one of the best selling items the firm has ever put on the market.

Klik-Tite Cap and Container Co., 8 West 40th street. New York City, begins on advertising page 48 the first of a series of amounteements describing the Klik-Tite cap for taleum powder and other toilet preparation containers. The Klik-Tite cap is the invention of Ralph Wilson, to whom the toilet goods industry is indebted for a number of other ingenious devices. Elbert Wilson, formerly of Chicago, has a med his brother in the management of the company.

Irvin Zeluff, manager for Parfumeric Rigaud, 75 Barrow street, New York City, returned on the Homeric November S from a month's trip abroad. The trip was made with Thomas McHugh, sales manager for the Toilet Goods and Perfumery Division of George Borgfeldt & Co., who act as sales agents in the United States for Parfumerie Rigaud. Mr. McHugh returned a week earlier than Mr. Zeluff. Mr. Zeluff was much impressed with the spirit of optimism which prevails among the French people.

Houchin-Aiken Co., 26 Court street, Brooklyn, N. Y., in its announcement on advertising page 71 illustrates tongs for handling caustic drums and also the B. & B. mixer for perfumes, face creams, tooth pastes, etc. The mixer is made for handling all materials and is furnished either plain or jacketed.

Hermes Chemical Co. has opened Pacitic Coast headquarters at 760 State street, San Diego, Cal., with Charles W. Bayne as manager. Mr. Bayne has had twenty years' experience in the toilet articles industry, having formerly been manager for Conney Bros., Chicago, and a salesman for Colgate & Co.

The Hermes specialties in creams, perfumes, etc., will be distributed chiefly through canvassers instead of the regular stores, except that groceries may be used. It has been found that grocers are satisfied with relatively smaller profits than druggists as a rule, while their facilities for selling toilet goods are quite as good. Mr. Bayne is distributing a neat little "Beauty Talk" folder extolling the merits of the various Hermes products.

The Managing Directors of the New York Board of Trade and Transportation on October 18 unanimously elected Mr. J. L. Hopkins, president of J. L. Hopkins & Co., importing drug merchants, as their treasurer for the ensuing year.

Ricardo Gomez, president of Gomez & Sloan, New York, returned from France on the liner Paris on October 28 and left on November 2 for a trip of two or three months to the vanilla bean centers in Mexico. Mr. Gomez reported that the Bourbon bean requirements for the next year will be fully double the quantity of product available.

Florome Chemical Co., Inc., which was sold at a receiver's sale to Herman Brothers, Brooklyn, as announced in our last issue, is being reorganized. The assets were sold by Herman Brothers to Max Miller and Hans Techow. The company is being recapitalized and it is about to resume business at 237 Mercer street, New York City, where a large loft has been leased. The directors of the company are Messrs. Miller and Techow and Miss Sylvia Andrews. The company plans to resume manufacturing operations on a large scale.

A newspaper advertising campaign is being conducted by Reuter-Barry, Inc., New York, for Reuter's Soap, which has not been advertised in this country for a long time. The company asserts that Reuter's Soap has been sold in foreign countries since 1880 "and today, more Reuter's Soap is sold than any other in every country where it has been introduced." Soap manufacturers in America will be interested in noting this broad claim.

Fox & Clarke Co., Inc., 116 West Thirty-second street, New York City, begin on advertising page 107, the first of a series of announcements on essential oils, flower essences, aromatic chemicals, flavors and synthetics which it imports.

Procter & Gamble Co., Cincinnate has declared a quarterly dividend of 5 per cent on the common stock, payable Nov. 15 to holders of record Oct. 25.

At the annual election October 13, three employees were elected new directors and nine directors were re-elected. The directors representing the company are J. J. Burchenal, Wallace E. McCaw, Herbert G. French, William C. Proeter, William Proeter, William S. Rowe, James N. Gamble, Albert E. Anderson and Cecil H. Gamble. The directors chosen to represent the employees are James L. Rice, of the Cincinnati plant; Charles Schneel, of Port Ivory, and Charles A. Ellsberry, of Kansas City.

James S. Kirk & Co. Chicago, have placed their entire advertising account with Collins-Kirk, Inc., a Chicago agency. The brands being especially exploited are Jap Rose, American Family and Kirkolive soaps.

Gilbert Colgate's residence, 306 West 76th street, Manhattan, New York City, which he occupied for many years, has been sold to Fanny Brice, the actress. The dwelling is five stories on a lot 25x102.2. The price is not stated, but two mortgages of \$45,000 were given by the buyer.

Fire in the soap plant of J. Eavenson & Sons, Camden, N. J., October 21, did damage estimated at \$100,000. Only one building was affected and the normal business operations of the firm were not interrupted.

Lewis V. Volpe, an overseas veteran, formerly of New York, now proprietor of the Lincoln Bank Building barber shop, Louisville, Ky., is placing a new hair tonic on the market. While in the service he discovered that sea water, mixed with certain herbs, seemed to possess unusual properties for treating ailments of the hair and scalp.

Memphis Chamber of Commerce's Journal prints two pages telling the history and growth of the Hessig-Ellis Drug Co., of that city, with a picture of R. R. Ellis, president, and some highly complimentary information about the firm's importance in the Southern wholesale trade. A feature is made of manufacturing Q-Ban toilet preparations.

Arthur Oakley Ford, for fourteen years with Marx & Rawolle, glycerin, New York, has resigned as sales director and is succeeded by Charles H. Praeger, who has been a salesman in the Chicago office of the firm.

Lehn & Fink, New York wholesale druggists, are opening new branch offices. Before long one on the Pacific Coast will be added to those in New Orleans, Chicago, Minneapolis and St. Louis. Edward Plant, president, and T. E. Caruso, vice-president, attended the New Orleans opening.

"Wind Ruins Home Beauty Treatment: Face Clay Masker, Trapped by Slammed Door, is Going to Specialist Next Time." These headlines rather well tell the motif of a story printed in the Sun, which was discovered by A. Alexander, to whom we are indebted for calling our attention to a bright and happy cosmetic laugh. Mrs. Harlem, in the Sun story, which, of course, must be true, undertook to apply home beauty treatment to her face in the absence of others of her family and after she had disguised herself with a plaster clay mask managed to shut herselt off in a room out of reach of the telephone or other first aids to beauty and comfort. Shrill shricks from a 'steenth floor window finally attracted help, but the mask still made trouble. It had hardened to the prickly degree and made Mrs. Harlem both unpresentable and uncomfortable. article is too long to reprint, but with the outline we have given and some imagination added many of our readers can join in the hearty laugh that the whole story gave to Mr. Alexander, who, as a consulting perfumery chemist could well appreciate it, and to us.

Synfleur Scientific Laboratories, Inc., Monticello, N. Y., are sending out a complete market report and price list covering Synfleur synthetic materials. A copy may be had by writing to the company.

Elizabeth Ellsworth, perfumerie, 2 Newbury street, Boston, Mass., has offered to pay \$50 for the best design for a label to be used on perfume bottles, powder boxes, cream jars, etc., sent in before December 1.

The Universal Exposition of Inventions and Patents will be held in Grand Central Palace. New York City, February 17-22. The object is to bring the capital of America and the inventive brain of the world together; and give inventors full opportunity to show to the public, manufacturer, merchant and capitalist the possibilities of their inventions. The exposition, in fact, will be a "clearing house of ideas."

J. S. Brodhead, export manager for Colgate & Co., New York, was a recent visitor to San Francisco and other Pacific Coast cities, on business in connection with the Colgate branch which covers that part of the country.

Dixie Chemical Co., Birmingham, Ala., has sent salesmen to Mexico, Panama and Brazil, with a view to entering the Latin-American trade in disinfectants, liquid soap, etc. A new plant four times the size of the present one is being planned for construction during next year.

Jorgensen-Blesch Co., Green Bay, Wis., has opened a new toiletrie department carrying extensive varieties of foreign and American perfumery and toilet supplies.

Owens Bottle Co., for the nine months ended Sept. 30, 1922, reports net profits of \$2,953,333 after deducting taxes and charges, against \$1,485,865 in the same period last year. After allowing for dividends on the preferred stock, the balance for the common stock was equal to \$3.53 a share on the \$17,371,900 common stock of \$25 a share par value outstanding. In the first nine months of last year the company reported \$1.42 a share on the common stock then outstanding.

Melba Mfg. Co., Chicago, of which Francis W. Jones, former president of the Manufacturing Perfumers' Association, is head, has placed its advertising account with Grandin-Dorrance-Sullivan, Inc., through its Chicago office. The Melba Co. will continue its present national advertising, which it may supplement by sectional newspaper campaigns in both color, and black and white.

Memphis Netes Scientar recently printed a ten page expansion edition devoted to the history, growth and ramifications of the Van Vleet-Mansfield Drug Co., which recently opened a branch of its wholesale business in Jackson, Miss. The fifth floor of the big building is devoted to La Creole Laboratories, a separate organization owned by the company. La Creole is under the management of C. A. Hanley, who has been identified with a number of the largest manufacturers of toilet preparations and has originated many popular products. An interesting description is given of the laboratories and a tribute is paid to Mr. Hanley's skill in a lengthy special chapter.

Some recent business troubles in New York follow:

W. W. May Co., Inc., soaps, oils and disinfectants, 102 East One Hundred and Twenty-sixth street, assigned to Philip F. Wicksel, 362 Fifth avenue.

Isaak Assyia, dealer in perfumery and toilet articles at 4215 Third avenue, assigned to Marcus Rosenthal.

Ramsdell Drug Co., 763 Fifth avenue, filed schedules in bankruptcy, listing liabilities of \$34,532 and assets of \$15,000.

Pharmaceutical Supply Co., Inc., wholesale druggists, 480 Broome street, petition in bankruptcy listing liabilities of \$42,583 and assets of \$60,681. Principal creditors, Michael J. Kinney, \$31,000 (in litigation; V. Vivaudou, Inc., \$1,170; Robert G. Peters, \$2,500. Henry B. Singer appointed receives.

Rohde Laboratory Supply Co., Inc., chemicals, 17 Madison avenue, schedules in bankruptcy, listing liabilities of \$43,345 and assets of \$18,967.

Roger W. Gerard Co., essential oils, formerly of 40 Wall street, present address unknown; judgment of \$462 filed against, for unfulfilled business contract. Former agent for Subinaghi, Milan, Italy.

William H. Daggitt's Sons, soap makers, 583 West Twelith street; bankruptcy; \$15,000 habilities, \$10,000 assets. Isaac J. Jacobson, manufacturer of paper boxes, 46 Greene street; bankruptcy; liabilities listed at \$35,258 and assets, \$21,680.

Dosch Chemical Co., disinfectants and insecticides, of Louisville, Ky. recently went into involuntary bankruptcy, with assets estimated at \$300,000 and \$400,000 liabilities, as stated by attorneys for the creditors,

A Selected Bibliography of Foreign Trade, 1922, in which are listed the leading authorities on various aspects of International Commerce, can be obtained from the National Foreign Trade Council, of India House, Hanover square, New York.

Connecticut Cosmetic & Supply Co., of Bridgeport, Conn., has elected new officers as follows: Joseph Tedesco, president and secretary; Carmen Luci, vice-president, and Jennie Tedesco, treasurer.

#### NEW PRICE LISTS, PUBLICATIONS, ETC.

STAFFORD, ALLEN & SONS. LTD., London, Eng., Ungerer & Co., 124 West 19th street, New York, American representative.—November wholesale price list for essential oils, chemicals, synthetics and sundries, including the Allen Oleoresins and other Allen specialties, is at hand. The list, as usual, is comprehensive and complete.

W. J. Bush & Co., Inc., 370 Seventh avenue, New York, have issued their October price list of essential oils and essences, flavors and fruit juices, colors, vanilla and the Bush ottos, as well as other specialties, including the products manufactured at their works in Linden, N. J.

GEORGE LUEDERS & Co., 427 Washington street, New York, have issued their October-November price list of essential oils, floral waters, vanilla beans, etc. The price list of L. Givaudan & Co., manufacturers of synthetics and tine chemicals for perfumers, is included in the sixteen pages, while in conclusion facts are given about the American Tariff Act of 1922 and its effect upon various products handled by the firm.

M. L. BARRETT & Co., 233 West Lake street, Chicago, Ill., have favored us with their October price list of raw materials for perfumers, soap makers and flavoring extract manufacturers. Besides essential oils, colors, glycerin and vanilla beans, the firm specializes in tale.

Alsop Engineering Co., 157 Water street, New York City.—Leaflet on filtering with the portable Vaccu-Filter has been received. This filter, it is pointed out, uses a filter paper laid flat on a close-mesh screen which may be changed in less than half a minute. A pump is provided for exhausting the air from the bottle, creating a partial vacuum, thus causing the liquid to pass through the filter paper rapidly. As the filter is air tight, the makers point out there is no loss due to evaporation. The pressure on the liquid in the No. 1 size filter, it is added, runs as high as 300 pounds and in the No. 2 size, more than 1,000 pounds, forcing the liquid through the finest quality filter paper. Full details may be had by writing to the manufacturers at the above address.

"TREND OF PUBLIC ACCIDENTS," is the title of a timely pamphlet of facts and statistics on the subject indicated which may be obtained from the National Safety Council, 168 North Michigan avenue, Chicago.

#### **NEW INCORPORATIONS**

(Our readers who may wish to take advantage of this department are advised that it is desirable to write, not send circulars, to more than one of the names mentioned in the incorporations. Except in the case of the incorporation of old firms, the postal people may have no ready reference for addresses of new business enterprises.)

Femigloria Laboratories, Manhattan Borough, New York City, cosmetics and perfumes, \$250,000 capital stock, has been incorporated by W. R. Smith, B. Brown, J. Ross. Attorneys, Zeigler & Berliner, 44 Beaver street.

Sho-Form Co., Buffalo, N. Y., soap products, \$25,000 capital stock, has been incorporated by L. E. Moschel, W. F. and F. G. Messing. Attorneys, Persons & Blair.

Four Kings Mfg. Co., Wilmington, Del., manufacture soap, \$25,000 capital stock, has been incorporated in Delaware by Franklin L. Mettler, of Wilmington.

Snowdrift Soap Co., Wilmington, Del., \$250,000 capital stock, has been incorporated in Delaware for clients by Colonial Charter Co.

Crystal Soap & Chemical Co., Wilmington, Del., \$100,000 capital stock, has been incorporated in Delaware for clients by the Corporation Trust Co. of America.

Re-Store Co., Syracuse, N. Y., make cleaning preparations, \$150,000 capital stock, has been incorporated by W. Leahy, J. R. Ohwalow, R. M. Whitaker. Attorney, C. S. Carr.

Chester Perfume Soap Co., Brooklyn, N. Y., \$5,000 capital stock, has been incorporated by M. Blumberg, I. Wartofsky. Attorney, S. Rosenberg, 309 Broadway.

E. & D. Medicine Co., Inc., 815 Equitable Building, Baltimore, Md., manufacture medical and toilet preparations, \$10,000 capital stock, has been incorporated by Charles F. Erhardt.

Fox & Clarke Co., Manhattan Borough, New York City, perfumers, \$100,000 capital stock, has been incorporated by A. G. Fox, F. D. Clarke, R. C. Van Aken. Attorneys, Medina & Sherpick, 34 Nassal street,

Eden Art Co., Manhattan Borough, New York City, make paper boxes and toys, \$10,000 capital stock, has been incorporated by F. and R. Taylor, S. Grudin. Attorneys, M. S. Finesilver, 149 Broadway.

Twin Ports Soap Mfg, Co., Superior, Wis., \$10,000 capital stock, has been incorporated by Thomas M. Tierney, Edward I. Lurye and Frank Shapiro,

Schultz Soap Products Corporation, Norfolk, Va., has been incorporated by Abe Schultz, president; Leonard Schultz, secretary; and Sol Schultz, all of Norfolk.

De Luxe Beauty Parlors, Inc., Lawrence, Mass., toilet articles and accessories, \$10,000 capital stock, has been incorporated by Frederick R. Lawrence, Esther F. Lawrence and C. Harold Baldwin, all of Lynn.

D-Lite Co., Manhattan Borough, New York City, make perfumes, \$10,000 capital stock, has been incorporated by W. F. and M. Rock, C. L. Ahrens. Attorney, C. J. Buckley, 499 Willis avenue.

Cleo Mfg. Co., Inc., Manhattan Borough, New York City, manufacture toilet preparations, drugs and chemicals, \$100,000 capital stock, has been incorporated by A. Deutsch, 198 Broadway, New York City,

Capital City Specialty Co., Trenton, N. J., manufacture shoe polish, bluing and soaps, \$2,500 capital stock, has been incorporated by Charles Kulow, John Corse, Michael Corse, Trenton.

Miss Lorain Beauty Salon, Manhattan Borough, New York City, beauty parlor, \$5,000 capital stock, has been incorporated by E. L. Friedman, W. R. Fox, R. Lippincott. Attorneys, Stern, Barr & Tyler, 299 Broadway.

Middlesex Soap Co., Boston, Mass., \$50,000 capital stock, has been incorporated by William Perkins of Stoneham, Leslie F. Manstield of Somerville and Alfred A. Tutin of Cambridge.

Sulkin Spice Co., Boston, Mass., \$50,000 common stock, has been incorporated by Isadore Niditch, Woodmere, L. I., N. Y., president; Michael B. Toy, Mattapan, Boston, treasurer; Sarah M. Toy, Mattapan, clerk.

Velig Soap Co., Manhattan Borough, New York City, \$25,000 capital stock, has been incorporated by D. Denardo, L. W. Giellerup, A. J. Collins, Attorney, J. V. Grill, 27 Cedar street.

Moret, Manhattan Borough, New York City, make cosmetics, \$20,000 capital stock, has been incorporated by A.

Fuhr, A. W. Venino. Attorney, A. Miller, 59 Wall street. Standard Supply Co., Bad Axe, Mich., toilet articles, perfumery, spices, soaps, etc., \$25,000 capital stock, has been incorporated by L. W. Lewis, F. J. Sellars and R. C. Brown

Breath-O-Tol Laboratory, Manhattan Borough, New York City, make chemicals, \$250,000 capital stock, has been incorporated by J. and F. A. Lewis. Attorney, A. Solomon, 51 Chambers street.

Mouson, Manhattan Borough, New York City, perfumes, \$5,000 capital stock, has been incorporated by O. Davis, S. Fleischer, N. Herman. Attorney, W. Macy, 291 Broadway.

Lincoln Laboratories, Inc., Chicago, manufacture cosmetics and toilet articles at 4204 Lake street; \$10,000 capital stock, has been incorporated by William Jerome Byrnes, Harry Lewis and Ruth Lowis, all of Chicago.

United Barber System, barber shops, \$40,000 capital stock, has been incorporated in Delaware by C. C. Ishman, L. L. Whitaker, K. E. Ishman, Windber, Pa. Capital Trust Co. of Delaware,

Philadelphia Barbers' Supply Co., medicinal pharmaceutical preparations, \$50,000 capital stock, has been incorporated in Delaware by Wray C. Arnold, Philadelphia; Frank A. Cabeen, Jr., Haverford, Pa.; W. F. Diener, Collingswood, N. J. U. S. Corporation Co.

Berkshire Tale Products Corp., 207 Market street, Newark, N. J., manufacture tale and its by-products, \$125,-000, capital stock, has been incorporated.

Whitehouse Products Co., 564 West Randolph street, Chicago, has been incorporated by Jack Schenker, E. F. Menkin and Leo B. Samuels. Correspondent: Brown, Fox & Blumberg, 105 South La Salle street.

#### IN MEMORIAM FOR DEPARTED FRIENDS

ALLEN, WILLIAM C., of Stafford Allen & Sons, essential oils, London, England, November, 1908.

Booth, Arthur Olcott, treasurer of the Dodge & Olcott Co., New York, November, 1921.

BOOTH, EMERY T., perfumer, New York, November, 1911. BROMUND, ERNEST A., manufacturer of wax products, New York, November, 1918.

Buedingen, Carl, Buedingen Box & Label Co., Rochester, N. Y., November, 1908.

CUDAHY, MICHAEL, soaps, Chicago, November, 1910.

ECKERT, EDWIN G., flavoring extracts manufacturer, Hanover, Pa., November, 1914.

GATTEFOSSÉ, ROBERT, perfume expert and author, Lyons, France, died in the service, November, 1918.

GROSSMITH, JOHN LIPSCOMB, of J. Grossmith & Sons, Ltd., perfumers, London, November, 1921.

GOWANS, JAMES H., of the Gowans Soap Co., Buffalo, N. Y., November, 1910.

HECKMAN, W. E., soaps, Covington, Ky., November, 1914. HOVENDEN, ROBERT, manufacturer of toilet preparations, etc., London, England, November, 1908.

Keller, John H., Keller Soap Works, New Orleans, La., November, 1908.

Kemp, Jas. H., soaps, Cambridge, Mass., November, 1914. Killen, Wm. H. R., brother of E. V. Killeen, vicepresident Geo. Lueders & Co., New York, November, 1918.

KLINE, MAHLON N., of Smith, Kline & French Co., perfumery, drugs, etc., Philadelphia. Pa., November, 1900.

LANDER, THOMAS ALBERT, perfume manufacturer, Brooklyn, N. Y., November, 1908. LAYAT, JOSEPH M., perfumer, St. Louis, November, 1913. LEMERCIER, M., perfumer, November, 1908.

Magnus, Percy C., of Magnus, Mabee & Reynard, essential oils, New York, November, 1916.

MARSH, CALEB W., one of the founders of the Goodwill Soap Co., Lynn, Mass., November, 1919.

RUDD, FRANK M., peppermint oil dealer, of Bronson, Mich., November, 1921.

SCHAEFER, JACOB G., president Schaeffer Bros. & Powell Mfg. Co., soaps, St. Louis, November, 1917.

SCHMIDT, PHILIP, La Crosse (Wis.) Soap Works, November, 1907.

Spiehler, Adolph, of A. M. Spiehler, Inc., perfumes, Rochester, N. Y., November, 1909.

TATUM, CHARLES A., president of the Whitall-Taturn Company, New York and Philadelphia, November, 1920.

THOMAS, VINCENT B., president of Harriet Hubbard Ayer, Inc., New York, November, 1918.

TURRELL, MRS. HERBERT, wife of the treasurer and general manager of the Oxzyn Co., New York, November, 1921.

TWITCHELL, SELDEN, of S. Twitchell & Co., soda water flavors, Philadelphia, November, 1917.

VOSBURGH, ERNEST A., manufacturer of toilet articles. Chicago, November, 1919.

WARREN, ALBERT C., secretary Warren Bros. Soap Co., Boston, Mass., November, 1916.

Welch, James H., long identified with the soap materials industry, New York, November, 1915.

WERK, CASIMER L., son of Michael Werk, founder of the M. Werk Soap Co., Cincinnati, Ohio, November, 1919.

Wiehle Robert, soaps, Ironton, Ohio, November, 1913. Zech, Conrad, secretary and treasurer of the Henderson Lithographing Co., Cincinnati, Ohio, November, 1918.

#### **Obituary Notes**

John Abbott Gilman, dean of the Boston wholesale drug trade, died October 28 at Newton, Mass., aged 85.

Richard P. Williams, president of Farrand, Williams & Clark, wholesale druggists, Detroit, Mich., died November 5. He is survived by his wife and a son, J. Farrand Williams, who is treasurer of the drug company.

M. Honoré Muraour, one of the veterans of the French perfume industry, died recently in Paris. M. Muraour was more than 80 years of age.

Spencer Kellogg, head of the linseed oil firm of Spencer Kellogg & Sons, died suddenly at his home in Buffalo November 14. He was a proneer in the industry and was 71 years old.

Henry Maurice O'Neil

Henry Maurice O'Neil, aged seventy-two, president of Daggett & Ramsdell, manufacturers of cold cream and toilet articles at 214 West Fourteenth street, died of pneumonia November 2 in his home, Graham Court, Seventh avenue and 116th street. He was widely known in the drug and chemical trade. He was born at Fort Lee, N. J., and studied pharmacy at New York University. Twenty years ago he became president of Daggett & Ramsdell. He was a member of the Economics Club. He leaves his wife, Mrs. Gertrude Stokes O'Neil, and a brother, Dr. D. Edwin O'Neil.

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#### NOTE TO READERS

This department is conducted under the general supervision of a very competent patent and trade-mark at-torney. This report of patents, trade-marks, designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perf Toilet Preparations. viz.: Perfumes, Soap, Flavoring Extracts and

Of the trade-marks listed, those whose numbers are preceded by the letter "M" have been granted registration under the Act of March 19, 1920. The remainder are those applied for under the Act of February 20, 1905, and which have been proved to cultivation to the contract of the second sec

and which have been passed to publication. Inventions Patented are designated by the letter "P." Designs Patented are designated by the letter "D."

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPT., Perfumer Pub. Co. 14 Cliff St., New York.

#### TRADE-MARK REGISTRATIONS APPLIED FOR Act of Feb. 20, 1905

126,421½.—Schimmel & Co., Miltitz, near Leipzig, Germany. (Filed Dec. 24, 1919. Used since May 29, 1915.)
—Perfumes and Dyestuffs, Essential Oils for Use in the Arts, Industry and Manufacture.

133,981.—National Soap & Products Co., Milwaukee, Wis. (Filed June 21, 1920. Used since Jan. 1, 1920.)—Linsced Oil Soap.

149,506.—Harry, Flambaft, doing business as Pount

149,506.—Harry Flamhaft, doing business as Royal Perfume Company, New Orleans, La. (Filed June 22, 1921. Used since may 15, 1919.)—Toilet Creams. 149,664.—John Wanamaker, New York, N. Y. (Filed June 25, 1921. Used since Feb. 5, 1909.)—Perfumes, Sepheta and Teilet Waters.

Sachets, and Toilet Waters, 149,791.—Almar Tea Co., Philadelphia, Pa., assignor to

Almar Stores Co, Philadelphia, Pa. A Corporation of

Pennsylvania. (Filed June 29, 1921. Used since about

Pennsylvania. (Filed June 29, 1921. Used since about 1919.)—Flavoring Extracts for Food.
151,907.—E. W. Cassebeer, Inc., Flushing, N. Y. (Filed Aug. 18, 1921. Used since June 25, 1921.)—Skin Whitener, 152,596.—Lothar E. Sweitzer, doing business as Ora-San Laboratories, Milwaukee, Wis. (Filed Sept. 3, 1921. Used since Aug. 1, 1921.)—Germicide and Antiseptic Mouth World.

Mouth Wash, 152,722.—Societe

Mouth Wash.

152,722.—Societe Anonyme des Etablissements Justin Dupont, doing business as Justin Dupont, Argenteuil, France, assignors to Justin Dupont, Inc., New York, N. Y., a Corporation of New York. (Filed Sept. 8, 1921. Used since July 23, 1906.)—Synthetic Vanilla.

159,159.—Loesser Manufacturing Company, Montclair, N. J. (Filed Feb. 10, 1922. Used since Jan. 16, 1922)—Loose Face Powder, Compact Face Powder, Talcum Powder, Sachet Powder, Cold Cream, Brilliantine, Loose Face Rouge, Lip Rouge, Compact Face Rouge, Liquid Face Rouge, Eyebrow Pencil, Hand Lotion, Cake Nail Polish, Powder Nail Polish, Nail Cream, Nail Enamel, Cuticle Remover, Greaseless Cream, Bath Salts, Toilet Water, Cream of Almonds, Sunburn Cream, Lemon Cream, Lilac Lotion, Tooth paste, Liquid Face Powder, Massage Cream, Henna Shampoo.

160,006.—Francesco Fasani, doing business as Cosmetics

160,006.—Francesco Fasani, doing business as Cosmetics Products Co., New York, N. Y. (Filed Mar. 1, 1922. Used since Aug. 1, 1921.)—Salve and Lotion intended to be used to induce the growth of hair, also for a Coconut

Oil Shampoo. 160,045.—F. N. Burt Company, Limited, Buffalo, N. Y. (Filed Mar. 2. 1922. Under ten-year proviso. Used since about 1886.)—Paper Boxes

160.668.—Jean Jordeau, Inc., South Orange, N. J., and New York, N. Y. (Filed Mar. 14, 1922. Used since Jan. 22, 1922.)—Chemical Preparation for the Removal of Superfluous Hair.

160,817.—Lindsay-McMillan Company, Milwaukee, Wis. (Filed Mar. 17, 1922. Used since about February, 1918.) —Soaps, Cotton-Seed Soap Stocks and Sweeping Com-

161,064.-Reichman & Faust, New York, N. Y. (Filed Mar. 22. 1922. Used since 1910.)—Powder Puffs.

161,981.—Eau De Cologne Fabriek J. C. Boldoot, Amsterdam, Netherlands. (Filed Apr. 10, 1922. Used since June 1, 1921.)—Perfumery.

162,024.—Lionel Trading Co., Inc., New York, N. Y. (Filed April 10, 1922. Used since Mar. 20, 1922.)—Perfume Bottle Helder.

fume Bottle Holders.

fume Bottle Holders.

162,283.—Charles Baumler, Paterson, N. J. (Filed Apr. 14, 1922. Used since April 1, 1921.)—Hair Tonic.

163,654.—H. A. Sherman, doing business as Trio Drug Co., Denver, Colo. (Filed May 10, 1922. Used since Dec. 20, 1920.) Mustard Liniment, Mustard Balm, Face Powder, Vanishing Cream, Cleansing and Bleaching Cream, Hair Restorer, Skin Lotion, and Cream Depilatory.

163,890.—John Novak Company, Chicago, Ill. (Filed May 15, 1922. Used since Jan. 15, 1922.)—Powder for

Sore Feet.

Sore Feet.

163,955.—Willette Products, Incorporated, Long Island City, N. Y. (Filed May 16, 1922. Used since Apr. 28, 1922.)—Toilet Preparations—namely, Hair Powder, Hair Tonic, Face Powder, Face Cream, and Cold Cream.

163,986.—William H. Johnson, New York, N. Y., assignor to The Tin Decorating Company of Baltimore, Baltimore, Md., a Corporation of New Jersey. (Filed May 17, 1922. Used since May 13, 1922.)—Soaps, Shaving Soaps, and Shaving Creams in the Form of Soap Paste: Soaps, and Shaving Creams in the Form of Soap Paste; Compounds for Cleaning Metal, Glass, and Wood; Metal

Compounds for Cleaning Metal, Glass, and Wood, Metal. Polish. and Shoe Polish.

164,089.—Chas. W. Young & Co., Philadelphia, Pa. (Filed May 18, 1922. Used since 1887.)—Soaps.

164,209.—Chas. W. Young & Co., Philadelphia, Pa. (Filed May 20, 1922. Under ten-year proviso. Used since

1877.)—Soap Chips. 164,403.—Delrose Laboratories, Carbondale, Pa. Filed May 24, 1922. Used since Dec. 1, 1921.)—Preparation for

Preventing Perspiration and Odor.

Preventing Perspiration and Odor.

164,485.—Wilhelm Colaco Belmonte, Brooklyn, N. Y.

(Filed May 25, 1922. Used since Feb. 10, 1922.)—Menthol
Cones, Styptic Pencils, and Lip Sticks in Containers.

164,591.—Pierre Herber, New York, N. Y. (Filed May
27, 1922. Used since Jan 1, 1922.)—Powder Nail Polish,
Liquid Nail Polish, Nail Bleach, Cuticle Remover of a
Chemical Nature, and Other Manicuring Preparations.

164,629.—The Commercial Chemical Company, Baltimore,
Md. (Filed May 29, 1922. Used since Nov. 30, 1921.)—
Preparation for Bathing and Massaging the Skin.

164,666.—Pond's Extract Company, Dover, Del., and
New York, N. Y. (Filed May 29, 1922. Used since
November, 1921.)—Face Powders.

164,708.—Laboratorio Reclus, S. A. Mexico, Mexico.

(Filed May 31, 1922. Used since April 24, 1922.)—Tooth
Paste.

164,796.—Harriet Hubbard Ayer, New York, N. Y. (Filed June 2, 1922. Used since Nov. 15, 1919.)—Vanity Boxes

Boxes. 164,952.—Henri Rigaud, doing business as Rigaud, Paris, France, and New York, N. Y. (Filed June 3, 1922. Used since 1920.)—Face Powders and Rouges. 164,954.—Henri Rigaud, doing business as Rigaud, Paris, France, and New York, N. Y. (Filed June 3, 1922. Used since 1920.)—Face Powders and Rouges. 164,957.—Henri Rigaud, doing business as Rigaud. Paris, France, and New York, N. Y. (Filed June 3, 1922. Used since 1914.)—Perfume, Toilet Water, Face Powders Face Creams Sachets Bath Salts, and Talcum Rouge, Face Creams, Sachets, Bath Salts, and Talcum Powder.

Fowder.

164,961.—Henri Rigaud, doing business as Rigaud, Paris.
France, and New York, N. Y. (Filed June 3, 1922. Used since 1920.)—Face Powders and Rouges.

164,967.—Henri Rigaud, doing business as Rigaud, Paris,
France, and New York, N. Y. (Filed June 3, 1922. Used since 1920.)—Face Powders and Rouges.

165,008.—B. B. Chandler, Athens, Ga. (F. 1922. Used since June 1, 1922.)—Hair Tonic. (Filed June 5.

165.495.—Robert H. Hoskins, Chicago, Ill. (Filed June 14, 1922. Used since Sept. 1, 1921.)—Preparation for the Alleviation of Baldness and for Restoration and Preservation of Hair.

165.881.—Charles C. Napier, doing business as Napier Products Company, Brooklyn. N. Y. (Filed June 22, 1922. Used since June 16, 1922.)—Foot Powder. 165,906. Winsted Chemical Company, Winsted, Minn.

(Filed June 22, 1922. Used since April 1, 1922.)—Antisweat Solution for Perspiring Feet.
165,918.—Dr. A. C. Daniels, Inc., Boston, Mass. (Filed June 23, 1922. Used since Sept. 25, 1921.)—Mange Liquid and Hair Tonic.

165,965.—George E. Oestreich, doing business as "Co-Ti-Et Company of America." Brooklyn, N. Y. (Filed June 23, 1922. Used since May 23, 1922.)—Perfumes.

166,002.—International Consolidated Chemical Corporation, Inc., doing business as Tokalon, New York, N. Y. (Filed June 24, 1922. Used since May 31, 1922.)— Perfumes.

166,048.—Daisy-Du Company, Irvington, N. Y. (Filed June 26, 1922.) Used since May 23, 1922.)—Face or Skin

166.071.—Hydrox Chemical Co. of Illinois, Chicago, Ill. (Filed June 26, 1922. Used since April 1, 1922.)—Nail

166.303.—The Jensen-Salsbery Laboratories, Inc., Kansas City, Mo. (Filed June 30, 1922. Used since August, 1921.) Tooth Powder.

- Footh Powder.

166,378.—Key Chemical Co., Washington, D. C. (Filed July 1, 1922. Used since 1908.)—Skin Lotion.

168,540.—Anetta T. Moeller, doing business as The Manicurex Co., Indianapolis, Ind. (Filed Aug. 21, 1922. Used since June, 1919.)—Chemically-Treated Cord for Cleaning and Bleaching Finger Nails.

## TRADE-MARK REGISTRATIONS GRANTED (Act of March 19, 1920)

(These registrations are not subject to opposition.) 160,344.—Marcus & Smith, New York, N. Y. (Filed June 22, 1921. Serial No. 149,513. Used since about Mar. 1, 1921.)—Powder Puffs.

160,767.—Chapple Drug Co., Billings, Mont. (Filed Dec. 27, 1921. Serial No. 157,140. Used since January, 1907.)

-Hand Lotions

160,817.—Katherine Aucott, Los Angeles, Calif. (Filed Oct. 10, 1921. Serial No. 153,914. Used since Oct. 13, 1920.)—Make-up Cream, Massage Cream, Rouge, Whitening Cream, Astringent Liquid.

#### PATENTS GRANTED

1,433,887.—Cleansing and Polishing Preparation. William H. Hurst, Brooklyn, N. Y.—assignor to S. S. Stafford, Inc., New York, N. Y., a Corporation of New York, (Filed June 17, 1922. Serial No. 569,139. 14 Claims (Cl. 134-24.)

12. A composition for cleaning and polishing comprising one volume sulphonated oleic acid oil, one volume water

and two volumes petroleum oil. 1,434,696,—Soap-Casting Machine. Reinhold H. Gripp and Joseph Pygeorge, Oakland, Calif. (Filed Nov. 29, 1919. Serial No. 341,250. 6 claims. (Cl. 18-40.)

1. A machine for casting soap including a conveyor, soap molds mounted on said conveyor, a soap pump, a swinging nozzle on said pump, automatic means for actuating said pump to pump liquid soap through said nozzle, means for swinging said nozzle so as to follow each mold on the moving conveyor until it delivers enough soap to fill the mold, and means for removing the molded soap cakes from the mold.

#### DESIGN PATENTED

61,544.—Bottle. Louis B. Newell, Baltimore, Md., assignor to Carr-Lowrey Glass Co., Baltimore, Md. Filed Mar. 21, 1922. Serial No. 1,325. Term of patent 3½ years. The ornamental design for a bottle, as shown,

#### The Basic Reason

"To what do you attribute your long life, Uncle Mose?" asked a newspaper interviewer of a colored centenarian.

"Becuz Ah was bo'n a long time back," the old gentleman replied .- .- .- .- .- .- .- Legion Weekly.

#### IMPORTANT DECISIONS IN TRADE CASES

(Continued from page 398)

the said articles, of the prices established, issued and circulated by the defendant; refusing to continue to sell to the said retailers and threatening so to do for the purpose of compelling the making of and compliance with such agreement, and taking other action to control, dominate and direct the course of a substantial part of the trade and commerce in said toilet articles, from manufacturer to consumer, and to hinder, prevent and eliminate all competition in said trade and commerce.

Appearance of the defendant is asked to be directed by the court, that it may answer (not under oath) the allega-tions of the petition and abide by the resulting decree. No

answer has yet been filed.

#### MENNEN PRICE-FIXING CASE ARGUED

The suit of the Federal Trade Commission against the Mennen Co., of Newark, to compel the company to conform to its ruling that products must be sold at the same price to concerns which are in competition with each other, was argued in the United States Circuit Court of Appeals, on October 19. The question involved is whether a manufacturer has a right to fix different prices for his goods sold

to different purchasers.

The case was argued for the Government by W. H. Fuller and W. T. Kelly, who asserted that the Mennen company was selling its talcum powder and other products to one group of wholesalers at one price and to another group at another price. The Government does not contend that the wholesaler may not sell at one price to the re-tailer and at another to the wholesaler but insists that it is restraint of trade to discriminate in price between one wholesaler and another or between one retailer and another. The complaint of the Government is that the company classes many concerns as retailers that are in fact wholesalers.

Many retail stores have formed co-operative buying agencies, seeking to buy from manufacturers at the manufacturers' price. Some of these agencies, however, have gone into the general jobbing business and not only sell to their own members but to the general public. When they do engage in general business they are entitled to the manufacturers' price, according to the Federal con-

Felix H. Levy, counsel to the National Wholesale Dry Goods Association, submitted a brief for his clients arguing that the principle laid down by the Government, if carried to its logical conclusion, meant that every manufacturer would have to sell at the manufacturer's price to retailers.

Gilbert H. Montague of 40 Wall street, counsel for the Mennen Co., later pointed out that Mr. Levy appeared asmicus curiae in behalf of a number of wholesale associations and did not represent the defendant company.

"The Mennen Co. desires to announce," his statement id, "that no association of any kind has participated or his statement contributed, financially or otherwise, to the Mennen Co.'s defense of this long and expensive Federal Trade Commission proceeding, and that for two and a half years the entire burden of this litigation, which affects not only every wholesaler but every small retailer whose buying capacity or location precludes him from ordering individually or collectively in large quantities, has been borne exclusively by the Mennen Co."

## Woodbury Trade-Mark Decision Confirmed

The United States Supreme Court denied a writ of certiorari for reviewing the records in the action of Andrew Jergens Co. against Wm. A. Woodbury Distributors, Inc., Woodbury, Inc., and Woodbury System, Inc. The Jergens company charged unfair competition in a suit in Delaware, but lost in the lower court in March, 1921, and now loses

in the Supreme Court.

The Jergens company says that in 1901 it acquired for \$212,500 from John H. Woodbury and the Woodbury Dermatological Institute the right to make facial soap and toilet preparations with the right to use the "neckless head trademark." The District Court decided that the Jergens' rights to the trade-mark are limited to the products specified in the agreement and that the rights in general belong to the defendant Woodbury firms,

The lergens company said that its trade in Woodbury products grew from \$72,900 in 1901 to \$2,147,000 in 1919. In 1918 there appeared on the market a line of toilet preparations promoted by Wm. A. Woodbury Distributors, and the Jergens company says the impression was given that the "neckless trade-mark" was owned by Woodbury Distributors; that William A. Woodbury is a cousin of the late J. H. Woodbury; that he is not in the Distributors' business but his name was "hired" by them.

#### Digalen Trade-Mark Appeal Decided

Digalen, made by a German subsidiary of the Swiss owner of the trade-mark, when sold in this country in-fringes the rights of the American agents for the Swiss nrm. according to a ruling of the United States Supreme Court in denying a writ of certiorari in the action of Morgenstern & Co. against Hoffmann-La Roche Chemical Works.

The trade-mark, "digalen," involved in this case is owned by F. Hoffmann-LaRoche & Co., Basle, Switzerland. The digalen which Morgenstern & Co. sought to sell in this country was declared to have been manufactured by a subsidiary of the Swiss firm at Grenzach, Germany, Morgenstern & Co. stated that the Hoffmann-LaRoche Co. transferred the trade-mark to the Hoffmann-LaRoche Chemical Works, Inc., an American subsidiary of the Swiss concern. The subsidian American subsidiary of the Swiss concern. The subsidiary is said to import the German-Swiss product, digalen,

in one form or another, and sell it in various forms, sometimes after bottling and labeling.

Morgenstern & Co. said they bought from customers of the Grenzach concern some "genuine" digalen made, bottled and labeled at Grenzach. Importation and sale of this product is the basis of a charge by Hoffmann-LaRoche Chemical Works of unlawful use of the trade-mark. This was denied by Morgenstern & Co., who argued that the case was similar to the Mourgois versus Katzel face powder case. In the Federal District Court an injunction was denied

against Morgenstern & Co., but the Federal Circuit Court of Appeals granted an injunction. Since then Morgenstern & Co, say they obtained much of the information set forth above which was alleged to have changed the situation materially in its favor. Nevertheless the Supreme Court declined to interfere.

#### NORTHAM WARREN'S EXPERIENCES

(Continued from page 394)

sold to a class. But in building up the line we would keep it as simple as possible We would see that nothing but essential articles got into it, and we would never offer the trade anything that was not proved permanently salable.

The old idea was to offer the dealer as large and varied a line as possible, and then allow him to select an assortment that was best suited to his trade, according to his judgment. That may still be all right in some old lines of business that are not generaly advertised, and it may have influenced us during our early years. But we have known for some time that with new goods in a new field the dealer will sell the goods that are advertised, provided that they are what the people want. So we would offer as few items as practicable and, before our salesmen presented them, each one would be tested out and proved in pretty much the same way that we tried out Cutex before 1912.

We would start with an adequate line instead of with a single product. And we would remember at all times the advantages and attractions of simplicity in merchandising a

new product,

#### Rudderless Without a Trade Mark

The manufacturer without a trade-mark is like a ship without a rudder. He is helplessly buffeted by every whim of the trade. Without a trade-mark he cannot build goodwill because he has no medium through which it can be communicated to the consumer.—Printers' Ink.

#### News Permeates Every Page.

The text pages of the AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW do not contain all of the news. You must read the advertising pages also to get the full benefit.



#### **ALGERIA**

Perfumery and Oils.—Consul Edward A. Dow, at Algiers, reports that in 1921 Algeria imported perfumes worth \$603,864, as against \$1,811,232 in 1920. Exports in 1921: Geranium oil, \$259,344, an increase of \$7,000; olive oil, \$584,712, a gain of \$355,230 over the previous year.

#### EGYPT

IMPORT DUTIES.—Perfumery and toilet preparations imported into Egypt are dutiable at the rate of 170 milliemes per liter, under a decree of Sept. 2, 1922. If the article is submitted for analysis it may be assessed at the rate of 200 milliemes per liter of alcoholic content.

#### ENGLAND

ESSENTIAL OIL AGENCY.—The Natural and Synthetic Perfumery Essence Co., London, S. E. I., have been appointed the sole agents in the United Kingdom for De Laire & Co., Issy, and Tombarel Frères, Grasse. G. H. Aldridge will continue to occupy himself with the De Laire business, as formerly under Burgoyne Burbidges & Co.'s representation, which, under a friendly arrangement, has been relinquished, while Norman Worth will continue his activities for the Tombarel products.

LEEDS CHEMISTS' Show.—The recent Leeds Chemists' Exhibition contained one of the most extensive displays of perfumery, toilet articles, soaps, etc., that has ever been seen in England. Among the exhibitors were W. J. Bush & Co., Ltd., and several Paris manufacturers of perfumery.

#### GERMANY

UPWARD REVISION OF IMPORT DUTIES.—An increase of 50 per cent in the basic German import duties on a broad range of articles regarded as luxuries was effected by a decree of September 27, effective October 4. The following are included, the tariff numbers being given: 357—Perfumed waters not containing ether or alcohol; 358—Perfumed powder, paint for the face, tooth powder, tooth paste, fumigating paper, paint paper, and all other perfumery and cosmetics.

#### GREECE

OLIVE OIL DECREE.—By a decree of the Greek Government October 30 refined olive oil has been removed from the commodities under special exchange control. The Greek Exchange consortium was abolished by a decree dated October 13, and an arrangement was adopted whereby the National Banks collect and retain for Government use, at an official rate, all foreign exchange derived from transactions in clive oil.

(Continued on page 422)

#### THE MARKET

#### Essential Oils, Aromatic Chemicals, Etc.

A general disposition among consumers to expand purchasing operations has accompanied the fall in essential oil values since the enactment of the new tariff. Prices are in many instances below pre-war values and the generally attractive levels prevailing have induced practically all classes of consumers to operate more freely. Buying in a number of products has been of unprecedented proportions so that consumers are pretty well covered and additional commitments will be deferred. The tariff has been fairly well discounted and considerable more confidence is now felt in the general strength of the position of the market. Buying for late Autumn and Winter needs on the part of soap-makers has been an important feature of the market. With only a few exceptions, such as ylang-ylang, calamus, cumin, geranium Bourbon, lemon grass and wormseed which have advanced, the general level of prices is much more attractive than it was a month ago.

With the advent of decidedly lower prices on natural aromatic products such as rose, jasmine and orange concretes resulting from the removal of the tariff it has become increasingly evident that the tendency among consumers is to swing away from their synthetic equivalents and utilize natural products themselves in preference. There are, however, only a few natural floral products which come under this classification and prices for these are still too high to warrant any general swing away from their synthetic equivalents. A decidedly firm position prevails in Bourbon geranium, with the price 50 cents higher on the disappointing character of the crop news from the Reunion Islands. A drop of \$15 to \$20 in genuine neroli has stimulated hope among consumers that the 1923 distillation will be available at still more attractive prices, while the offering quotation on Bulgarian rose oil has been continued at the relatively attractive level of \$6 and nas unquestionably brought more buying into play. Bergamot, boise-de-rose, and orange have met good consumer buying in consequence of the generally attractive price levels prevailing.
With the advent of substantially higher prices for the

With the advent of substantially higher prices for the spice, there has been an appreciation amounting to fully 40 per cent in oil of cumin which is now held at \$12,50 minimum. The quantities in hand are decidedly limited at present. Wormseed is another oil which has felt the impulse of specialized buying, the purchase of about two tons by the Rockefeller Institute for the manufacture of a vaccine to eradicate the hook-worm disease causing holders in the country to advance their views sharply, while the price on spet jumped to \$3.50 a pound. Normal buying of citronella by the soap manufacturers has kept this oil steady at 50 cents for Ceylon, and 80 cents for the Java descriptions. Thyme oil has been more or less influenced by the course of the foreign exchange and the fact that on completion of distillation it was found that the Spanish

crop was appreciably below normal.

While speculative buying has been a feature in lemon oil it has appeared so late in the year that it has not influenced the market appreciably. A larger yield of Sicilian as well as West Indian orange oils has had a

(Continued on page 422)

# PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS	Orange, bitter 2.00- 2.10	Diphenyloxide
Almond, Bitter, per lb \$4.50- \$4.75	Orange, sweet, West Indies 2.55- 2.60 Orange, sweet Italian, 3.00- 3.15	Ethyl Cinnamate 5.50-
Almond. S. P. A 4.75- 5.00	Orange, sweet Italian 3.00- 3.15 Orange, Calif 3.10- 3.25	Eucalyptol
Almond, F. F. C. "art" 2.25- Almond, Sweet True43-	Origanum, imitation3040	Geraniol, domestic 3.25- 3.75
Almond, Apricot Kernel. 26- 27	Orris Root, concrete, for-	Geraniol, foreign 3.75.
Amber, crude	Orris Root, concrete, do-	Geranyl-Acetate 5.00- Heliotropin, domestic 2,60-
Amber, rectified 1.25- Amyris, balsamifera 4.00- 4.50	mestic	Indol, C. P (oz.) 9.00-
Anise, "lead free U. S. P." 58- 60	Orris Root, absolute. (oz.) 57.00-	1so-Butyl-Salicylate nominal
Aspic (spike) Spanish7580	Parsley	Linalvol
French 1.15- 1.25 Bay, Porto Rico 2.75- 2.85	Pennyroyal, American, 2.40- 2.50	Linalyl Benzoate nominal
West Indies 2.75-	Pennyroyal, French 2.00- 2.50	Methyl Anthranilate 5.00-
Bergamot, 35-36 per cent 3.10- 3.25	Peppermint	Methyl Cinnamate 5.50. Methyl Heptenone 9.00.
Birch sweet N. C. 1.90- 2.00 Penn. and Conn. 3.20- 3.25	Petit Grain, So. American 1.75-	Methyl Heptine Carbon 40 00-
Birchtar, crude 2.00-	Petit Grain, French 8.00- 9.00 Pimento 1.90- 2.00	Methyl Paracresol 12.50- 15.00
Birchtar, rectified 3.00- 3.25	Pine Needles, from Pinus	Musk Ambrette
Bois de Rose, Femelle 2.50- 2.65 Cade, U. S. P. "IX"5055	Sylvestris 2.00-	Music Ketone
Cajeput, Native U. S. P 80- 1.00	Rose, Bulgaria (oz.) 6.25- Rosemary, French (lb.) .55-	Musk Xylene 3.50- Nonylic Alcohol nominal
Calamus 4.50-	Rosemary, French(lb.) .55- Rosemary, Spanish50-	Phenylacetaldehyde 950
Camphor, Jap, "white"1518 Cananga, Java 2.50-	Rue 4.50-	Phenylethylic Alcohol 900-
Cananga, Java, rectified 3.75- 3.85	Sage 3.75- 4.00 Sandalwood, East India. 7.25-	Phenylacetic Acid 3.00- Rhodinol, domestic 18.00-
Caraway Seed, rectified 4.50-	Sassafras, artificial 50-	Knodinol, foreign 1800.
Cardamom, Ceylon 18.00- Carvol 7.75-	Sassafras, natural90- 1.00	Sairol
Cassia, rectified, U. S. P. 1.75- 1.90	Savin, French 4.00- Snake Root 16.00-	Skatol, C. P (oz.) 57.00- Terpincol, C. P., domestic .50-
Cedar Leaf	Spearmint 2.75-	Terpineol, C. P., imported nominal
Celery	Spruce 1.20-	Terpinyl Acetate 200-
Cinnamon, Ceylon 15.50-	Tansy	Thymol 4.30- Violet, artificial 8.00- 17.00
Citronella, Ceylon5052	Thyme, French, white 1.20-	Vanillin
Cloves, Bourbon 2.75-	Thyme, Spanish, red 1.00- 1.05	BEANS
Cloves, Zanzibar 2.75-	Vetivert, Bourbon 5.50- East India 30.00-	Tonka Beans, Para 95, 100
Coriander	Wintergreen, Southern . 4.75-	Tonka Beans, Angostura. 2.00- 2.25
Croton 1.15-	Pennsylvania 5.00-	Vanilla Beans, Mexican 12.00-18.00 Vanilla Beans, cut 8.00- 9.00
Cubebs 6.00- 6.25	Wormwood	Vanilla Beans, Bourbon
Cumin	Ylang-Ylang, Manila 40.00-	Whole
Erigeron 1,20-	Ylang-Ylang, Bourbon 12.00-	Vanilla Beans, Bourbon 3.00- 3.50
Eucalyptus,	DERIVATIVES AND CHEMICALS	Vanilla Beans, Tahiti yel-
Aus. 80 to 85%	Acetophenone 4.75-	low label
Geranium, Rose Algerian. 7.50- 9.00	Amyl Salicylate, dom 1.50-	
Geranium, Bourbon 5.25- 6.00	Amyl Salicylate, foreign 1.45-	SUNDRIES Alcohol cologne spirits gal-
rosa) 5.00-	Anethol	lon 4.77- 4.90
Ginger 5.25-	Domestic 4.25- 4.50	*Ambergris, black (oz.) 10.00- 18.00
Guaic (Wood) 4.85-	Benzaldehyde, dom., U.S.P. 1.75- Benzaldehyde, F. F. C. do-	Ambergris, gray 28.00- Chalk, precipitated0305
Guaic (Wood) 4.85- Hemlock 1.20-	mestic 2.25	Civet horns (oz.) 2.65- 3.00
Juniper Berries, rectified 1.25- 1.35	Benzyl Acetate, domestic 1.75- 2.00	Lanolin hydrous 21- 27
Lavender, English 32.00 Lavender, U. S. P. "IX" 3.25- 3.60	Benzyl Acetate, foreign 1.75- 2.00 Benzyl Alcohol 1.85-	Lanolin anhydrous2531 Menthol 8.25- 9.00
Lavender, U. S. P. "IX" 3.25- 3.60 Lemon	Benzyl Benzoate 1.85-	Musk, Cab., pods(oz.) nominal
Lemon "Calif"	Borneol 3.50-	Musk, Cab., grains(oz.) nominal
Lemongrass	Bornylacetate 4.25- Bromostyrol 4.75-	Musk, Tonquint, grains (oz.) 36.00- 38.00
Limes, expressed 2.25-	Carvol 7.75-	Musk, Tonquin, pods. (oz.) 25.00- 26.00
Linaloe 2.25- 2.50	Cinnamic Acid	Orris Root, Florentine,
Mace, distilled 1.05- Mirbane	Cinnamic Alcohol "Solid" 18.00- Cinnamic Aldebyde 3.75-	Orris Root, powdered and
Mustard, genuine 1800-	Citral C. P 2.75- 3.00	gran
Mustard, artificial 3.00- 3.25	Citronellol, domestic 8.50-	Rice Starch
Neroli, Bigarade, Petale Extra	Citronellol, foreign 12,00- Cumarin, natural 15,00-	Tale, Italian (ton) 45.00- 60.00 Tale, French (ton) 25.00- 50.00
Neroli, Bigarade	Cumarin, artificial domestic 4.25- 4.50	Talc. domestic (ton) 18.00- 40.00
Nutmeg 100-	Cumarin, artificial, foreign nominal Diphenylmethane 2.25- 2.50	*Normal.
Opoponax 28.00-	Dipolity menune	A T OF BEPERE

#### THE MARKET

(Continued from page 420)

weakening influence on prices. Zanzibar clove oil is firm, but the Bourbon has declined and there is reason to expect a further drop since forward contracts for Jan.-Feb. delivery

have been entered into at as low as \$1.50. Sellers of oil of peppermint in the country have been

disposed to offer more freely their desire being to unload before the Winter sets in. Freer offerings also are a feature in sassafras, while country sellers of oil of spruce apparently have encountered some difficulty in keeping pace with contract deliveries, for prices appear firmer. Demand for contract deliveries, for prices appear firmer. sandalwood from makers of toilet soaps has been fair, with no appreciable price change.

#### Synthetic Aromatic Products

The industries utilizing synthetic and aromatic chemicals continue to complain volubly over their plight resulting from the new tariff. Existing rates of 7 cents a pound plus 60 per cent ad valorum assessed on the American valuation plan are regarded as a pretty effectual embargo. Including as it does such products as phenylethyl alcohol, phenylacetic aldehyde, methyl-salicylate, methyl-anthrani-late, benzyl acetate, coumarin, benzyl-benzoate, diphenyl oxide, and more than half of the aromatic chemicals used by perfumers, it is little wonder that the efforts of importers to clear the situation have gone for practically naught and that the market as a whole remains in more or less of a pretty muddle.

In addition to the handicaps under which the trade is now operating the importers must contend with mis-interpretation of terms on the part of Customs authorities. importation of resinous oil of orris was invoiced during the month as a synthetic taking 45 per cent duty instead of as a natural product, although the importer preferred to permit the classification to stand rather than pay the still higher duties which it would take were it listed under

the American valuation plan.

The opinion has been expressed in some quarters that natural aromatics might become available under their present duty free basis at so low a price as to nullify competition with the synthetic chemicals, most of the natural products, however, are still quoted at such high prices that they are attractive only to the manufacturer of expensive perfumes, and in consideration of the extreme difficulties encountered in manipulating these waxy products it is highly improbable that the aromatics can be ousted from

their popularity, high tariff, or none at all.

Of feature interest as regards prices has been a jump in phenylacetaldehyde to \$9.50; phenylethylic alcohol to \$9; acetophenone to \$4.75; benzaldehyde to \$1.75@\$2.25; benzyl alcohol and benzyl-benzoate to \$1.85; cinnamic alcohol solidified to \$18; foreign citronellol to \$12; linalyl acetate to \$8.75; methyl-anthranilate to \$5; methyl-salicylate to 53 cents: musk ketone to \$14; safrol to 60 cents; terpineol to 50 cents and terpinyl acetate to \$2. A decline or two is also noted, anethol being 10 cents lower; domestic geraniol 50 cents lower; chemically pure citral 25 cents lower; and cinnamic aldehyde 50 cents lower, while offers of vanillin are again reaching the market at 47 cents an ounce

#### Natural Products

A wide price movement in menthol was one of the most onspicuous features of the market. The price jumped conspicuous features of the market. The price jumped close to \$2 a pound, sales being reported at as high as \$9 Back of the advance were the long delays entailed in securing shipments from Japan. For a long time it had been held that the shortage in menthol was only a temporary affair, but it appears that rail embargoes against shipments from the Pacific Coast, more than any other single factor have been responsible for sending the market higher Cables from Japan name \$7.45 a pound in bond while the London market is reported to be cleared for the time being. A decline of \$2 has occurred in Tonquin grain musk and that product is now being offered dewn to \$36.

#### Vanilla Beans

Manufacturers of vanilla extract who believed the final chapter of scarcity of raw material had been written into the record when last season's Mexican crop turned out to be a practical failure have had another bomb-shell thrown at them through confirmation of reports that this year's crop of Bourbon vanilla beans will be about 50 per cent short. A leading factor in Bourbon vanilla just returned from Marseilles, France, says the coming crop will not exceed 400,000 kilos as against 200,000 kilos a year ago. There is nothing left of last year's crop in France and there are only small amounts left in the United States. In the last twelve months America consumed about 550,000 kilos of Bourbons and Europe 150,000 kilos, but manufacturers who are now able to cover their year's needs at present prices will indeed be fortunate, as with no Mexicans or South Americans left to speak of, within a few months the Bourbon beans are likely to be as scarce as the Mexicans are at the present time.

Accompanying the fall of the German mark to the lowest

levels for all time has been a gradual weakening in French The exchange market has up to this time been an influence in preventing any run-away market for Bour-bon vanilla beans which have been offering here at a minimum of \$360 \$3 50 a pound. It is confidently believed that some break in the existing obstinacy evinced both by France and Germany in the matter of reparations will be ameliorated and that the france will show rallying powers. If a normal trade is done in Bourbon vanilla it is unlikely that prices will be any lower for the percentage of real desirable quality Bourbon vanilla available from this

year's crop is small.

Mexican vanilla beaus are purely nominal on spot at \$11 to \$15 a pound. It is believed that production for next year will be much larger, although if quality is to be maintained the earliest desirable arrivals that can be expected will be next July. The trade has been taking Bourbon vanilla in preference to Tahitis. South Americans are only here in imited quantities and the tone of the market is consequently strong. The tonka bean crop of 1922 while not a failure, was considerably below normal. The trees yield freely only every third year and not until 1924 may another bumper crop be anticipated.

#### FOREIGN CORRESPONDENCE

(Continued from page 420)

#### MEXICO

INCREASE OF CONSULAR FEE TO 5 PER CENT.-The fee charged for the certification of invoices on shipments to Mexico has been advanced from 3 to 5 per cent of the value of the shipment. The change was effective November 1. The Mexican consular fees are based on the f. o. b. value of the goods at the point of shipment, except in the case of shipments originating at points where no Mexican consul exists, which pay the fee upon the original value of the goods, increased by the cost of freight and other charges, to the nearest point where a Mexican consulate is maintained. (The Mexican Consul General in New York now requires commercial as well as consular invoices, except for goods of standard value).

WAX.-The Mexican Candelilla Wax Co., Torreon, Mex., and several other candelilla manufacturing plants in the States of Coahuila and Nuevo Leon, have resumed operations after a shutdown of several years. Candelilla wax production around Saltillo has fallen off since the end of the war. Furopean interests are considering reviving the industry and contracting for the entire output.

#### SWITZERLAND

PERFUMERY EXPORTS .- Exports of perfumery from Switzerland advanced from 6,000,000 francs in 1913 to 13,000,000 francs in 1919 and 23,500,000 francs in 1920. The exports were distributed as follows in part: France, 7,000,000 francs: United States, 4,500,000 francs; Great Britain. 3.100,000 francs: Italy, 1,100,000 francs; Spain, 900,000 francs.



#### U. S. FOREIGN TRADE IN SOAPS

As noted elsewhere in this issue (page 381) in the first eight months of this year there was a decrease of \$356,533 in exports of soap from the United States, the figures being: 1922, \$5,714,681; 1921, \$6,072,214. At the same time imports of foreign soaps increased \$310,688, these being the figures: 1922, \$657,362; 1921, \$346,674. The statistics do not mean a great deal except perhaps to show an increase in American demand for foreign soaps that is not particularly important, or unexpected, compared with the remarkable slump in the demand abroad for our soaps.

Domestic soaps of all kinds in August made an export total of 7,280,994 pounds, valued at \$804,661, according to the U. S. Bureau of Foreign and Domestic Commerce. This compares very favorably with July, which registered a total of 6,947,128 pounds, valued at \$680,006. The figures also are very much better than June in value, but not in pounds weight of shipments. June sent abroad 8,390,375 pounds, listed at \$532,567. The trend seems to be upward.

August imports of soap were: 1922, \$60,710; 1921, \$48,-145; making a small increase from last year of \$12,675.

There are no important changes in the list of August exports. Mexico, Cuba, England and Canada, continue to be good customers. Russia in Europe took 48 pounds of toilet soap, \$7, and 674,691 pounds of laundry soap, valued at \$46,620. Philippine Islands took our soap for about \$130,000, making a big jump from the July figures.

#### GERMAN POTASH PRICES AGAIN RISING

Advices received by radio from Commercial Attache Charles E. Herring, at Berlin, state that, effective Nov. 3, inland potash prices increased approximately 250 per cent over those of Oct. I.

For the first time since the start of the World War, Germany's potash production this year promises to exceed the 1913 output. The German Potash Syndicate has been told by its director general, Herr Forthmann, that the total sales at home and abroad during 1922 may be expected to reach 12,500,000 double hundred weights, so favorable is the demand. In 1913 the potash output of Germany was approximately 11,000,000 double hundred weights.

Trade Commissioner Dennis, at Berlin, reports that the German output and domestic consumption of pure potash as follows for the years indicated:

Yea	ars .	Output Tons	Consumption Tons
1913		1,110,362	557,000
		921,146	720,000
1922	(estimated)	1,250,000	850,000

It is estimated that the former German potash mines in Alsace will yield 120,000 tons of potash in 1922, and that the Alsatian export capacity this year will be from 50,000 to 60,000 tons, while the German export capacity is estimated at 400,000 tons.

#### SOAP FIRM RAISES WAGES

An increase in the wages of employes of the Procter & Gamble Company, in the four plants in the United States, was announced this month, following a meeting between A. K. Schoepf, general superintendent of the company, and the Employees' Conference Committee. The increase amounts to over \$250,000. More than 10,000 persons employed in the plants located at Ivorydale, near Cincinnati; Port Ivory, Staten Island, N. Y.; Kansas City and Dallas, Texas are benefited by the increase. The increase is based on the present yearly salary of each employee. In addition to boosting their wages, the award also increases the profitsharing dividends of those who are profit-sharers and dividends on common stock held by employees.

#### A CYCLOHEXANOL DISCOVERY

The properties of cyclohexanol (hexahydrophenol) C<sub>o</sub>H<sub>n</sub>OH, a liquid boiling at 160° C<sub>o</sub>, which is obtained by reducing carbolic acid with hydrogen, have excited comparatively little interest in the world of science, although this substance has been found to be of great practical ability says the London Chemical Age. As a solvent there is much to recommend it. Owing to its high boiling point and flash point, it forms an excellent substitute for turpentine. It is invaluable for extracting essential oils from plants, flowers, and fruit, for its faint and pleasant smell has no ill effect on the aroma of the product. For the same reason it should prove an excellent medium for diluting perfumes to a marketable strength.

The compound has recently attracted attention owing to the discovery that if a small proportion of cyclohexanol is added to soap the consistency of the soap hardly alters, yet this soap acquires the property of dissolving a considerable preportion of various hydrocarbons. Such compounded soaps dissolve easily in water, giving a thick permanent lather. They are excellent cleansing agents, particularly for fabrics, and will remove greases, waxes, mineral oils, etc. They are equally suitable for soft and hard water. So far as manufacture is concerned, the reduction of phenol with the aid of platinum and palladium is too expensive. The only processes of value for manufacturing purposes are those in which base metal catalysts, such as nickel, cobalt, iron and copper, are applied. The original method consisted in passing phenol vapors in a stream of hydrogen over reduced nickel or pumice covered with this material, but this process has the following faults:—(1) a large excess of hydrogen and high temperatures are required; (2 pure nickel is very susceptible to numerous catalyst poisons, such as chlorine, sulphur, arsenic and lead; (3) the reaction is not complete, so that the product has to be re-treated. These defects have been largely ovrcome by

the employment of mixed catalysts and pressure.

The "mixed catalysts" consist of intimate mixtures of catalyst with oxides of the alkaline earth and rare earth

These inert substances function as "promoters," increasing the activity of the catalytic agent. the effect is due, no doubt, to the power of the promoter to combine with halogens and other catalyst poisons. Possibly for this reason the addition of small quantities of caustic soda has a beneficial effect. The mixed catalysts caustic soda has a beneficial effect. retain their efficacy much longer than the pure metals, and are not so easily affeted by impurities. They allow a lower temperature of reaction (100° C.) and give better yields. High pressures (10 to 15 atmospheres) act in an analogous manner. Another advantage of these improvements is that neither cyclohexanone nor cyclohexane are formed. view of the large quantity of phenol which is produced in Great Britain, and the cheap price at which hydrogen could be obtained from water gas, British-made cyclohexanol should be able to hold its own against all comers, adds the Chemical Age, and its manufacture on a large scale should lead to the establishment of by no means an unimportant industry.

# SAPONIFICATION OF MINERAL WAX AND BLEACHING THE RESULTING SOAP

(Ger. Pat. 334.155, F. Fischer, Mülheim/Ruhr).—Crude or refined mineral wax is heated with aqueous solutions of suspensions of bases, or of salts capable of combining with fatty acids, in presence of oxygen or salts containing that element, under increased pressure and at temperatures not exceeding 160° C. For example 200 grms, of crude, blackish-brown mineral wax are heated to 160° C, with 600 c.e. of normal sodium carbonate solution, in a strong vessel fitted with stirrers, compressed air, at 30 atmos, pressure, being blown through the charge. With energetic stirring, the saponification and bleaching will be complete in four hours. When cold, the product forms an outwardly homogeneous, pale yellow, semi-solid, containing the saponification product of the mineral wax in a finely divided form. On decomposing this product with acid and applying moderate heat, the mass changes, on cooling, to the consistency of wax or resin, and differs essentially from the original material.

#### CO-OPERATIVE SOAP TRADE IN ENGLAND

The soap trade of the Cooperative Wholesale Society for the past half-year has suffered less than the other departments of cooperative production, and although there has been a fall of 25 per cent in the value of the productions of its three works they have each made a profit, the aggregate being £247.375, says the London Oil and Color Trades Journal. The turnover of the works was as follows:—Irlam, near Manchester, £774.344, as compared with £940.204 in the corresponding period of 1921; at Silvertown, £242.055, as compared with £327.376; and at Dunston, £188,505, as against £345.477. The average weight of soap sent out weekly was 765 tons from the three factories, as against 800 tons, a decrease of only 1 per cent. From the Irlam works the supplies to retail societies actually increased by 34 tons a week, and amounted to 414 tons. At Silvertown, however, there was a drop of 5 tons to 99 tons, and at Dunston the decline was 63 tons, to 151 tons weekly. The profit was made after allowance had been deducted for depreciation of buildings and plant and also interest on the capital invested in the undertakings.

#### Soap News in Our Washington Correspondence

News regarding the work of the Raw Materials Bureau on the tariff and the answer of the Citrus Soap Co. to the Federal Trade Board's charges will be found in our Washington correspondence elsewhere in this issue.

#### Bulletin on the Production of Rosin

"Longleaf Pine" is the title of Bulletin 1061, United States Department of Agriculture, by Wilbur R. Mattoon, Forest Examiner, who gives an exhaustive treatise in 50 pages on the production of rosin and turpentine.

# DETERMINATION OF FATTY ACIDS IN SOAPS AND SOAP POWDERS

The principle of fatty acid determination in soaps by the gravimetric procedure rests upon the weighing of the fatty acids liberated by an inorganic acid. Bodinus gives a method involving the least possible number of weighings and calculations. The soap is rasped upon a grater, the resulting powder well mixed and a representative sample, from 1 to 5 grams, according to the fat content, weighed out accurately. This is dissolved, in a beaker, with 50 to 70 cubic centimeters of distilled water, transferred to a separatory funnel and decomposed by means of dilute sulphuric acid, using methyl orange as an indicator. The free fatty acids are then extracted by shaking with ether. After the two layers have separated completely the lower layer is drawn off and the ether layer run into a tared flask, without filtration The separatory funnel is rinsed once or twice with ether. After distilling off the other from the combined solutions, using a small flame and an asbestos mat, the fatty acids are dried at a temperature not exceeding 60° C. Control analyses of the water layer have shown that the amount of fatty acids remaining in it is negligible.

The advantages of this method are: slight loss of ether, very little calculation.

The actual soap content can be estimated by using the following figures. Soaps consisting of a mixture of the alkali salts of stearic, palmitic and oleic acids have an average molecular weight of 296, while the fatty acids separated from them have an average molecular weight of 274. A fatty acid content of 92.57 per cent therefore corresponds to 100 per cent pure soda soap. If such a soap is ashed, 296 parts will give 53 parts of sodium carbonate, or 17.9 per cent. These are, of course, merely rough averages. In the case of a pure coconut oil soap the average molecular weight will be considerably lower, because stearic and oleic acids are absent (in addition to palmitic acid, the main fatty acids present are myristic, lauric, capric, caprylic and caproic). The fatty acid content of such a soap is therefore lower, while the amount of mineral matter left on ashing will be correspondingly higher.-Pharmazeutische Zeitung, 1922, No. 47 of the Pharmazeutische Zentralhalle.

## Patent for Separation of Fatty Acids

Hyk-Guldenwerke Chemische Fabrik Akt.-Ges. British patent 156,259. Fatty acids are, prior to distribution, purified by separation of fatty acids of high molecular weight which decompose during distribution. The separation may be effected by fractional solution or fractional precipitation from solution or by "freezing out." The fatty acid mixture may be dissolved wholly in alcohol, chlorinated hydrocarbons or hydrocarbons of high molecular weight and the fatty acids of high molecular weight he precipitated by addition of H<sub>2</sub>O, chlorinated hydrocarbons containing less chlorine, or hydrocarbons of lower molecular weight, respectively.

#### Development of Cracks in Milled Toilet Soap

The source of cracks in milled toilet soap lies either in the milling in of trimmings of coconut oil soap, or in the soap base itself. If this latter is badly grained or not sufficiently settled it can only be milled smooth and pressed while moist, and the cakes will crack when stored. The soap base must contain little salt and must be workable, containing neither too much nor too little water. Seifensieder-Zeitung.

## PROCESS FOR TRANSPARENT SOFT SOAPS\*

(Continued from page 375, October, 1922.)

If one is not quite sure whether the reduction of the potash lye has been carried out correctly, either because of an error or carelessness on the part of the operator, or because the lye has been kept for some time in open containers, so that it may have absorbed carbon dioxide from the air, or, finally, because of the rise or fall of the temperature of the air, one should control also the ratio of caustic, at the time of the final adjustment of the soap. The colder the temperature at which the soap is to be kept, the more carbonate it must contain. It should also, in this case, boil lightly and loosely in the kettle, and, even with a normal moisture content, have a tendency to mount in the kettle. If this is not the case, appropriate additions of potassium carbonate must be made, of a concentration depending upon the moisture content of the soap at the time.

For the hot summer months, on the other hand, the soap may boil thickly, even when it has enough foam on the surface. If this is not the case, and if the soap boils lightly and loosely, then it will, unless large quantities of caustic soda are worked in, inevitably become too soft and not keep in hot weather. This trouble, which is hard to correct, can be solved by the addition of fresh oil and unreduced, that is, straight caustic, potash lye, or even sodalye, in case the soap does not already contain enough of this ingredient.

One must never forget, in any case, that the yield will be reduced the more soda lye is added. What is more, a firm consistency achieved by the addition of too much caustic has this disadvantage, that the soap will become cloudy at the slightest fall in temperature, and will assume a gummy consistency. In order to achieve the right proportions here, practice and experience are necessary. The adjustment with lye in summer, as well as in winter, in so far as the soap should be more strongly ground down, should be sufficient in quantity, and the sample should show no cloudiness in the middle, even after long standing, though it may have a faint cloudiness on the surface or at the edges,

Since the soap, especially when left overnight, undergoes a further saponification, one will often discover, when taking a fresh sample in the morning, that the adjustment has become weaker. If the soap has not received enough alkali in the adjustment, this further saponification may be so extensive, especially when the moisture content is low, that not only is the slight excess of lye used up, but some unsaponified fat may actually remain in the soap. One can, of course, obtain a clear soap again by the addition of lye, but can never be sure that the fine particles of oil, unsaponified and difficult to saponify, will not in part remain in the soap after cooling. There is always the danger, therefore, that the soap will become cloudy in storage.

The opposite error, that of adding too much lye in the adjustment, is less dangerous, that is, when not so great an excess has been added as to make the sample remain entirely cloudy and push off easily from the glass. One needs only to employ weaker solutions in filling, so as to bind the excess lye. In no event, however, should one attempt to take up the excess of lye by the addition of fresh oil, for a complete saponification of the added oil cannot possibly take place in the clear soap, and the result is a cloudy and stringy soap. If the soap mass has the proper moisture content and is correctly adjusted, the sample will lie heaped up on the glass and will hardly soften down at all. After standing for about two minutes it will be covered with a yellowish cloudy film, which must disappear again after about ten minutes, after which the sample must remain permanently clear and firm. If the sample still becomes cloudy after long standing, lye must be added, or, better, if the soap is already firm enough, carbonate of potash in strong solution, for the soap in this case may be somewhat too caustic. If the soap is to receive large amounts of filler.

\*From Seifensieder Zeitung, April 20, 1922, p. 279.

however, the adjustment should be with the lye used for holling, in order to make the soap mass more capable of taking up the filler.

If the soap mass is now sufficiently cool, preferably by cooling overnight, one can proceed with the filling. For this purpose solutions of carbonate of potash, chloride of potash, ammonia soda, etc., are used, in concentration and amount according to need. The soap can also be simultaneously bleached, as is usually done nowadays.

The bleaching is done with a solution prepared from chloride of lime and carbonate of potash or soda. The chloride of lime is stirred up in water, well mixed with carbonate of potash solution, diluted, and allowed to settle. On the next day the clear bleaching solution is drawn off carefully, the container filled with water, stirred well, allowed to settle again, drawn off, and so on until exhausted. The last portion may be used for the preparation of fresh chloride of lime solution, while the first two or three drawn off are used for bleaching the soap. In the hot summer months ammonia soda can be used instead of carbonate of potash, but in this case correspondingly less soda lye must be used in boiling the soap mass.

Of course, all vessels used in preparing, storing and transporting the bleach solution must be of wood, because iron is attacked strongly by chloride. The bleach solution is used in exactly the same manner as the solutions of carbonate of potash or chlorine of potash used for filling. The potash-bleach solution should be used at about 10-12 degrees Baumé while the soda-bleach solution, having greater shortening power, should be somewhat weaker, that is, about 9-11 degrees Baume. It is assumed that the soap mass itself has been properly adjusted and has the correct moisture content. If this is not the case, then stronger or weaker solutions should be used, according to the need. A normal soap mass will carry just as much of this bleach solution as it would of potash or chloride of potash solution, but will be consider-

ably paler.

It must be admitted that complaints have been made against chlorine-bleached soaps, but it is extremely doubtful whether these were justified, for cases have arisen where these complaints have been made against soaps which had not been treated with chlorine at all, but which contained a proportion of fish oil and had been perfumed with oil of mirbane. It is, therefore, quite likely that the persons who made the complaints were deceived by their sense of smell.

If, for any reason, one does not desire to employ a bleaching solution, the soap mass can be filled with pure carbonate of potash solution, to which can be added, in the summer time, soda solution, or with chloride of potash solution alone. With regard to this latter, some caution must be exercised, since much of the chloride of potash on the market since the war contains more chloride of sodium than chloride of potash, causing the soap to become cloudy and slippery. Normal chloride of potash, however, is carried by a normal soap mass, just as well as carbonate of potash, and is even to be preferred in summer.

For filling, a carbonate of potash solution of 11-14 degrees Baumé is used, while chloride of potash is used at only 9-12 degrees Baumé, since it shortens the soap more than the carbonate does.

The quantity of filling that can be added depends entirely upon the ability of the soap mass to take it up. As much as 20 per cent, reckoned on the fat content, can be incorporated. The soap thereby becomes thinner, and the samples on glass do not heap up as in the case of the soap mass, but soften down and flow out in proportion to the amount of filler that has been added. The more filler is added, the stronger must be the adjustment with lye, so that with the highest amounts of filler the samples on glass run over immediately and only become clear after a considerable time.

In such cases one will often observe that the sample is still soft and stringy in the middle, that is, must still be weak, while the upper surface shows traces of excessive sharpness. Such a soap is already overfilled, and will show three layers in the tub. The upper layer will be short and slippery, containing much foam. The middle layer will be more or less saleable, though it will become softer and

stringier as one goes down, approaching the third layer, which is very thin and stringy.

If one desires to protect himself against complaints and damages, therefore, he should proceed with the filling only until a sample on glass softens down moderately and, after becoming entirely clear, is still firm enough in the middle. There is no way to regulate such an overfilled soap, and if it cannot be reclaimed by the cold crutching process described below, at least to some extent, there is nothing to do but to add it to the next boiling.

The employment of large quantities of filler is not to be recommended, on the simple ground that it harms the keeping quality of the soap to such an extent that it can bear practically no variations in temperature, but "freezes" at a fall of a few degrees below the temperature at which it was made; that is, becomes opaque and may even ooze lye, while, on the other hand, if the temperature becomes slightly warmer, it becomes soft and thin.

The simplest and safest way of filling this sort of soap is by using chemical control, especially by the use of the Luchring burette. Before filling, one determines the fatty acid content and simultaneously the moisture content. This takes only a short time. One then calculates the amount of filler required to obtain the desired fatty acid content; that is, the right yield. Naturally, one must not set too high a figure. This amount is then crutched into the soap, which is then carefully adjusted. For the sake of safety, one can determine the fatty acid content again, after the filling. It is assumed in any case that the soap mass has been properly prepared and adjusted, has the right proportion of alkali and moisture, and has the right excess of alkali, showing that the oil has been completely saponified.

The normal yield of a soap mass from pure linseed oil is about 222-225 per cent, while linseed oil fatty acids give a yield of 230-233 per cent. Such a soap mass can, in most cases, take up 10-18 per cent of solution. Larger amounts are not to be recommended. The yield of filled soap from linseed oil is, therefore, up to 240 per cent, and that from linseed oil fatty acids up to 250 per cent. These percentages are all based on 100 kilos of oil as oleic acid. Corn oil and bean oil give about the same yield. Fish oil, especially if freshly made and containing, as frequently happens, perceptible amounts of water, gives a yield about 5-10 per cent less.

For the sake of completeness, one purely mechanical manipulation is to be described, which formerly was generally applied. This rests upon the observation that a glycerine soft soap has a more brilliant transparency and comes out more uniform if it is allowed to solidify when as cool as possible and in as large vessels as possible. For this purpose, vats were installed in the cellar, holding 6-10 hundredweight, into which the soap was run and crutched until almost solid.

The method in almost universal use today, of running the fairly warm soap directly into the transport packages, has considerable disadvantages, especially when the soap contains much filler. As has been already mentioned, such soaps tend, on slow cooling, to separate into several layers, the uppermost layer being distinctly too sharp, while the lowest appears to be undoubtedly too weakly adjusted. If one obviates the possibility of such a separation, the mass will remain uniformly compact. The transparency may depend upon this. In this manner moderately overfilled soaps may undoubtedly be saved and made fairly saleable.

may undoubtedly be saved and made fairly saleable.

In conclusion, we must point out one danger which is likely to cause unpleasant surprises to the inexperienced soap-boiler. On account of their cheapness, second-hand margarine tubs are almost exclusively used nowadays as containers for soft soaps, as was indeed also the case before the war, though less frequently. Not only are the staves of these tubs more or less saturated with fat, but they may even retain considerable amounts of butter, left after a superficial scraping out, due either to haste or mere carelessness. This fat absorbs part of the alkali from the soap lying next to it, which is still warm and liquid, becomes liquified itself and penetrates further and further into the mass of soap, combining with the excess of lye which is essential to the keeping quality of the soap, and forming with it an only partially saponified mass. The result of this is a turbid and stringy mass on the walls, and particularly on the bottom of the tub

while the middle part of the mass of soap is good. Secondhand margarine tubs, even if they have no butter clinging to their staves, must therefore always be scalded with boiling water and dried, in order to protect the manufacturer from such troublesome spoilage.

Wet tubs cause similar trouble, because the soap readily absorbs water from the wood, dissolves in it, and produces a soft, stringy soap.

All the skill of the soap-boiler may go to waste, if the proper attention is not paid to the cooperage.

The storage of this soap requires just as much attention as the manufacturing itself. We must therefore say something about the handling and care of glycerin soft soaps while in the warehouse. In many cases complaints can be traced back to incompetent or careless handling of the soap while in storage. In view of the sharp competition and universal price-cutting at the present time, every soap-boiler is anxious to secure the greatest possible yields, and to add as much tiller as possible to his soap. We have already pointed out the liability of such soaps to break down under slight changes of temperature. But they are equally sensitive not only to dampness, but also to drying and heat, whereby they may lose the moisture which is essential to their preservation, and thus become unsaleable.

It is seldom realized how ignorantly and carelessly the merchant goes about the task of handling soap. In order to get the lowest price, he often buys soaps in large quantities, for which he has no proper storage facilities. precautions whatever are taken with soaps in general, or even with soft soaps, which are hardly less sensitive than cheese or margarine to careless handling. Even in the best cases, the soft soap remains in open sheds for weeks or months at a time, through cold and heat. Instances have been known where the soft soap tubs were left in the open. to be rained upon at frequent intervals, to lose their essential moisture under the heat of the sun, or even to be frozen solid in winter, so that when they were thawed out later in warm rooms, they oozed lye. In cases like these, complaints cannot be considered at all, but should be peremptorily dismissed, providing the conditions can be investigated and demonstrated.

Almost all the disagreements between the manufacturer and his travelling salesman can be traced back to such occurrences. The salesman sees the goods, which are actually unsalable, in the hands of the dealer, and reports the case to his firm without further investigation. The firm naturally blames the soap-boiler, and, if such instances recur often, the soap-boiler must either personally investigate the case and prove the negligence of the dealer, who may be in a distant town, or lose his position on account of incompetence Demonstration of the faulty storage and proper instruction usually avail nothing, and the soap-boiler remains the scape-goat.

Large firms, and especially firms whose proprietors are themselves experienced technical men, are not so likely to make these errors, for they will subject the complaints sent in by the salesmen to rigid scrutiny. These firms will give their master soap-boilers credit for their experience and care. Furthermore, they are in a position to investigate the storage rooms in question, and to convince themselves that most of such complaints are unfounded. The wise soap-boiler can do no more than to adjust his soap to meet the conditions found in the sales warehouse and perhaps the adequately planned warehouse of the jobber, and to take care, so long as the soap remains under his supervision, that it is not allowed to absorb moisture nor to dry out.

Of course, the salesman cannot give every retailer a course of instruction on the care of soft soaps. Several large firms have adopted the expedient of sending out with every shipment of soft soap a printed circular of instructions for its storage and care. This practice deserves to be imitated.

Soaps prepared for the winter trade, and consumed during the winter, require no especial care in storage, except that they must on no account be allowed to freeze. One must not forget, as has been mentioned above, that a fairly highly billed glycerine soft soap can hardly ever stand a variation of over 18 degrees in temperature. For example, if the soap is prepared and adjusted for a normal temperature of zero, it will stand temperatures from about tune degrees below to

nine degrees above zero. It should not, however, be exposed for any length of time to a frost of ten below zero.

nor thawed out immediately near a hot oven.

In summer, however, this same soap will require con-siderably more attention with regard to the conditions of Great heat and dry drafts injure the soap, even in closed containers, just as much as rain or damp storage rooms. If the wooden tubs are wet on the outside, the soap will absorb the water through the wood, and become stringy, unless the moisture is evaporated off on the outside by a dry current of air. This error can only be corrected by a suitable amount of subsequent drying out. The soap will equally readily part with its own moisture if the tubs, even when closed, are subjected to heat or dry air for some time. will at least become thin-flowing along the sides and on the upper surface. If one exposes a thin-flowing soap like this to moist air for a suitable length of time, it will absorb the necessary moisture and become firm and transparent again. One must then be careful that it does not take up too much moisture, or it will easily become stringy.

If the open tubs, especially those intended for the retail trade, are covered over with a wet cloth or sack during spells of protracted dry hot weather, the soap will remain firm and transparent. Otherwise it is sure to dry out, at least on top. and to form a liquid, whitish, cloudy layer, and can only be scooped out of the tub and weighed out with difficulty. the dealer does not observe this precaution, he himself will suffer, for he will have to bear the loss on account of dimin-

ished moisture,

No manufacturer of soft soaps should on any account be eleterred by the comparatively slight expenditure involved from preparing printed instructions for the care and handling of soft soaps. Protection can thus be secured against complaints, deductions and returned goods. Even if the majority of dealers are not sufficiently alive to their own interests to have such instructions prepared, some will be wise enough to do so, being capable of learning by experience. This will be a step ahead, and will be sure to pay for itself.

#### UNITED STATES PATENTS

William J. Hurst, Brooklyn, N. Y., has been granted Patent 1,433,887. October 31, 1922. This patent is for a polishing and cleansing preparation and relates to a composition for this purpose comprising one volume of sul-phonated oleic acid oil, one volume of water and two

volumes of petroleum cil,
Reinhold H. Gripp and Joseph Pygeorge, of Oakland,
Cal., have received Patent 1.434,696 for a machine for casting soap, including a conveyor, soap molds mounted on conveyor, a soap pump, with a swinging nozzle and automatic means for actuating the pump to pump liquid soap through nozzle, so as to follow each mold and means for removing the molded soap cakes from the molds at the end of the process.

#### Algeria Gets Some American Soap

Soap production in Algeria totals about 2,500 tons annually, mostly of ordinary quality. France is the source of supply of the best toilet soap. The laundry soaps mostly used are often of British manufacture. At Bougie is made soap from refined olive oil. An American firm recently introduced into the colony a small quantity of a well-known brand, which includes olive oil and palm oil in its composition. These products are widely produced in Algeria, but have never been successfully combined for soap manufacture. Unscented soaps valued at \$2,370.312 were imported in 1921, as against \$2,605,424 in the previous year. Ordinary soap exported in 1921 was listed at \$105,696.

#### Lord Leverhulme Now a Viscount

Former British Premier Lloyd George's last list of honors, made Baron Leverhulme a viscount. Viscount Leverhulme (William Hesketh Lever), is Chairman of Lever Brothers, Ltd., the soap manufacturing concern. He was born in 1851, was created a Baronet in 1911, and Baron in 1917.

#### FEATURES OF SOAP MATERIAL MARKET

(Continued from next bage)

#### Industrial Chemicals

A number of important industrial chemicals have advanced abruptly during the period under review in consequence of increasing demands from European consumers. Caustic soda especially has shown a noteworthy advance under European buying. It develops that contracts for alkalis have been taken for 1923 delivery at current quotations. Good buying from Japan has featured caustic soda at 3.60 per 100 pounds 1. a. s., while dealers have quoted less than carload lots at 3\(\frac{1}{4}\)(\text{4}\) dents a pound ex store. Soda ash has been firmly sustained at \$1.75 per 100 pounds with barrels quoted at \$1.95 a hundred in basels. Consider at from \$2.10 to \$2.30 per 100 pounds in barrels. Considerable interest has been shown by consumers in contract shipments at \$1.20 for single bags and \$1.40 for barrels basis of 48 per cent at the works in carlots. Business in caustic potash has been put through at 61/4@61/2 cents, while carbonate of potash 80 to 85 per cent has been held at 6 to 614 cents a pound with the 96 to 98 per cent quoted at 71/4/6/71/2 cents with shipments held at 7 cents. The desire of producers to make a market for 1923 mineral acids has resulted in considerable bookings of sulphuric acid at last prices of \$8 to \$10 for the 60 degrees, with the 66 degrees quoted firm at \$14 to \$16. Demand for borax from the soap trade has increased.

#### Other Soap Materials

A rather substantial reaction has featured the naval stores markets during the month with rosins down nearly 50 cents a barrel from previous levels. This is the off season with the large majority of consumers, but the feeling has gained ground that the attractiveness of present prices coupled with the strength of the statistical position should lead to large purchasing a long time before the seasona. buying from the paint and varnish trades asserts itself in the Winter months. A resumption of foreign purchasing on a liberal scale would not be surprising at any time now. Steady conditions have prevailed in the market for greases and tallow generally.

#### Alcoholic Compound Dutiable as Soap

No. 45350. General Appraiser Brown, Board 1, in the Lang Estate's protest, held that the following merchandise was dutiable as soap at 5 per cent under paragraph 66: "Merchandise invoiced as tetralene, liquid detergent soap, which the appraiser reports consists of scouring liquid composed of soap, carbon, tetracholoride, and 8.40 per cent alcohol, which was classified as an alcoholic compound at 10 cents per pound and 20 per cent ad valorem under paragraph 16, tariff act of 1913, is claimed dutiable at 5 per cent under paragraph 66."

#### Bleaching Fats and Oils with Bleaching Clay

Hermann Bollmann, Hamburg. German patent, 344,633. This process involves the treatment of fats in successive steps with bleaching clay mixed with oil. The fat travels through a series of chambers, being filtered as it leaves each chamber, while the bleaching clay travels in the opposite direction, and at a slower rate. The oil is transferred by means of pumps, and is mixed with the clay in each chamber by a stirring device, and may be heated simultaneously.

#### Gold Watch for a Lever Veteran

After many years of service as chief representative of Lever Brothers, Ltd., at Swansea, J. Martin Curnow, of Swansea, has received from Lord Leverhulme the gift of a gold watch, badge, and certificate as a mark of appreciation of his services.

#### He Could Not Have Been a Bootlegger

It is reported that a Cherbourg chemist has committee suicide as a protest against heavy taxation. It is not stated which taxes he felt most onerous, whether those on alcohol, income, or turnover.-London Oil and Color Trades Journal.

# MARKET REVIEW ON TALLOW, ETC.

#### TALLOW

(Written Specially for This Journal)

The market has steadily strengthened with the latest actual sales of the extra grade at 8c ex producers' plants and melters now holding for higher prices. There is talk of 8½ bids being declined. Stock of the New York special grade can be quoted 7½—7¾.

In the middle west and eastern markets, prices have advanced considerably and are comparatively higher than in the East. With latest sales of prime packer grade at 83 c.

All grades of Greases have advanced correspondingly. House Grease, good quality selling at 7c per pound loose, and inferior grades 6½-6½c.

For several months past, the trend of the market has been clearly denoted to unbiased observers, but the major advance has been very rapid and covered by transactions of the past three weeks. Market conditions are now approaching a somewhat unhealthy state.

While a further advance in values is possible, nevertheless prices have now reached the point where caution is advisable.

November 17th, 1922.

TOBIAS T. PERGAMENT.

#### GLYCERIN

(Written Specially for This Journal)

Since our last letter, there has been a decline in the price of Crude Glycerin, but both Chemically Pure and Dynamite have held their own; the former grade, is still quoted at 181/2c in bulk, and the price is, as a rule, being maintained both here and in the Middle West. There were some rumors of cutting, in the Chicago district, and we are inclined to think that they were correct, but since that time there seems to have been a stiffening, in that territory. In the East, there has been little, if any, discounting of the "official" figure, except in the case of carload business, which is always more or less subject to severe competition and is done on special terms as to payment, delivery, etc. Refiners are apparently well supplied with raw material, including their purchasers in Continental Europe and they also have on hand ample stocks of the finished product. The demand for Chemically Pure has slackened off somewhat, and this, in conjunction with the stocks in first hands, may cause the holders, to become somewhat anxious to relieve themselves to some extent, and thus bring about a decline. We feel that a reaction downward, in refined, is justified and that it is likely to come, but we doubt if it will extend very far, or last beyond the early part of next year. The refiners are asking a rather stiff premium for contracts for Chemically Pure, extending into 1923. November 17, 1922. W. A. STOPFORD.

#### VEGETABLE OILS

(Written Specially for This Journal)

It is interesting to note that during the last thirty days sales to soap manufacturers and refiners were very heavy, and prices of most oils advanced fractionally.

The demand for cocoanut oil has been exceptionally good, and while there are numerous inquiries for good-sized

quantities, not much of either Manila or Ceylon grade is offered. This is largely attributed to the markets for oil and copra in Manila being firm and comparatively higher.

Crude cottonseed oil has been coming out very slowly and has been commanding a high price. This advance has somewhat affected crude corn oil, with the result that sales were made at 8½c. Chicago during this week. Soya bean oil, at 9½c. New York, is not far out of line for Eastern consumers, and is being watched closely.

Although palm oils are firm and prices are held at the high levels recently reached, there was not much activity in the last few days. Spot stocks are very small, especially Niger. Shipments of Niger and Logas, for November-December from Africa, are available at fractionally lower prices.

The recent upward movement of the Italian exchange has been the cause of an advance in price of olive oil foots. Spot foots are firm at 9 to 9½c. January forward shipments from Italy can be bought a good deal lower. Olive oil is a little firmer, but the price is unchanged.

November 17, 1922.

A. H. HORNER.

(Continued on Preceding Page)

## SOAP MATERIALS Tallow and Grease

Tallow, New York, Special, .08c, Edible, New York, .09c, Yellow grease, New York, .0644-.0714c. Brown grease, New York, .06440.0714c.

THE ROLL WASTERN TO	
Rosin, Savannah, Nov. 17, 1922.	
Common to good. 5.25-5.30 I	5.25-5.30
1) 5.25-5.30 K	5.30-5.45
E 5.25-5.30 M	
	5.75-
G 5.25-5.30 W. G	5.95-6.00
H 5.25-5.30 W. W	
Starch, Pearl, per 100 lbs	\$2.82-\$3.10
Starch, powdered, per 100 lbs	2.72- 3.00
Stearic acid, single pressed, per lb	10c.
Stearic acid, double pressed, per lb	10½c.
Stearic acid, triple pressed, per lb	12c.
Glycerine, C. P., per lb	181/2-191/ac.
Glycerine, dynamite, per 1b.	171/2-
Soap lye, crude, 80 per cent, loose per lb.	113/4-
Soap lye, saponification, 80 per cent, loose	, -
ner 1h	13 -

Oila	
Cocoanut, edible, per 1b	.09341034 c.
Cocoanut, Ceylon, Dom., per lb	.081/2083/4c
Palm, Lagos, per lb	.071/2-
Palm, Niger, per lb	.063407
Palm, Kernel, per lb., nominal	.07120734c.
Cotton, crude, per lb. f o. h mill	.10 -
Cotton, refined, per lb., New York	.10 -
Soya Bean, per lb	.1111%c.
Corn, crude, per lh	.10 -
Castor, No. 1, per lb	.123/2-
Castor, No. 3, per lb	.12 -
Peanut, crude, per Ib	.10101/2c.
Peanut, refined, per lb	.131414
Olive, denatured, per gal	1.15-1.17
Olive Foots, prime green, per lb	.091%091%c.
Chemicals	

Peanut, refined, per lb.	.131414
Olive, denatured, per gal	1.15-1.17
Olive Foots, prime green, per lb	.091%091%c.
Chemicals	
Soda, caustic, 76 per cent, per 100 lbs	3.55-3.75
Soda Ash, 58 per cent, per 100 lbs,	1.75-2.10
Potash, caustic, 88@92 per cent, per cwt.	
f. o. b. Works	.06140612c.
Potash Carbonate, 804/85 per cent, per	
B., N. Y	.06 =.061/4c.
Salt, common, fine, per 100 lbs	nominal
Sulphuric acid, 60 degrees, per ton	9 00-9 50
Sulphuric acid, 66 degrees, per ton	14 50-15.00
Rorax, crystals, per lb.	.05±2~.06c.
Borax, granular, per 1b.	.05: 206c.
Zinc Oxide, American, lead free, per ll:	.0608c

# merican Perfumer

# and Essential Oil Review

The Independent International Journal devoted to Perfumery, Toilet Preparations, Soaps, Flavoring Extracts, etc. No producer, dealer or manufacturer has any financial interest in it, nor any voice in its control or policies.

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## WITH NOT HEWHYS THE XMHS SPIRIC?

MICh the Wish of a Merry Christmas and a happy and Prosperous New Year to Hll of Our hosts of Readers, Havertisers and Other friends the Thought Runs in the Radio of Progress: Why Confine Our Gifts, Favors or Greetings to a Brief Holiday or Two? Why Not Keep Up the Yuletide Spirit all of Hnd Beyond? Let's Give the Flowers to the Living: the Dead do not Need Them!

We have a New Era! H fresh Burst of American Prosperity is Developing and The Sincerely Crust That Our friends May Ride on the Crest of the Wave! Those Who Get in the Game Early and Dlay it Mell and Fairly Mill Bave front Beats and the further Back Others May Sit the Larger Will be the Magnifying Dower the Laggards

will need to See the Profits!

here is to a Prosperous 1923 for EVERYBODY!

## NOTED EXPERT TO ADVISE OUR READERS ON ADVERTISING AND MERCHANDISING

We have arranged for a series of comprehensive and informative articles by one of the best experts in the country on advertising, labeling, merchandising and similar subjects, in all of their numerous aspects as affecting the toilet goods, perfumery and allied industries.

The first article, entitled "Merchandising a New Product: Selection of a Name: Designing the Label or Package," will be found on page 433 and gives a very good idea of what may be expected in future articles in the way of suggestions for the practical business ends of our industries.

The author of the series, Mr. Leroy Fairman, needs no introduction to the publishing world, but many of our readers will now meet him for the first time. Mr. Fairman has been actively engaged in the advertising business in New York City for more than 20 years. His first experience was with the Charles Austin Bates Advertising Agency, where he gained his very extensive knowledge of commercial art. For four years he was editor of Advertising & Selling Magazine and later was associated with the J. Walter Thompson Agency, being now an important factor in the Charles C. Green Agency.

Mr. Fairman's work has brought him into intimate touch with a large number of leading American manufacturers, and he has assisted in formulating and carrying out the merchandising plans for many products which are now nationally known. For this reason his articles are in no sense founded on theory; the statements he makes and the arguments he sets forth are based upon actual experience and unequaled opportunities for observing the actual results obtained by many merchandising and advertising campaigns.

#### WORK OF U. S. COMMERCE DEPARTMENT

As we go to press we receive the annual reports of Secretary of Commerce Hoover and Dr. Klein, director of the Bureau of Foreign and Domestic Commerce. These reports show a wonderful amount of intelligent, effective and patriotic work in the spheres which are covered by these important factors in national progress, both at home and abroad. Secretary Hoover's accomplishments in the last year are very well known to our readers through the attention given to them in the daily press. Of his present and future plans in relation to our industries we will continue to advise our clientele. Dr. Klein's report contains many things that we hope to find space for later. He has gone ahead with a difficult proposition in a way that has been useful to individual firms and beneficial generally to the commerce of the country.

#### FOR BETTER CONSULAR SERVICE

Enactment of legislation to modernize and strengthen the consular and diplomatic services along the lines of the pending Rogers Bills advocated by the Chamber of Commerce of the United States. As set forth by the Chamber here are some of the things which the bills will do:

"Reclassify the services on a better organization basis, "Break down the water-tight compartments of the consular and diplomatic services, which will enable the Secretary of State to use the good men in either branch of the foreign service as events may make advisable, and will open up broader careers to men in the service.

"Open the career of diplomatic secretary to men other

than those of independent means.

"Enact retention and retirement legislation. Cannot afford to enter the services under the present system

"Give recognition to needed post expense allowances."

# MANY INDUSTRIAL ALCOHOL USERS ARE PUT UNDER DOUBLE MENACE

Just escaping being forced to stand for a 25 per cent superlative forfeiture of the amount of their bonds users of industrial alcohol in New York and some other States where there are equivalent Volstead laws are faced with a new menace. Throwing aside the fundamental principle that one may not be put in jeopardy twice for the same offense the United States Supreme Court has handed down a decision which holds that in States having concurrent Volstead legislation, as is the case in New York State, for a single identical offense a firm or person may be prosecuted twice independently in both the Federal and State courts. for under Chief Justice Taft's opinion a defendant could be acquitted in a State court of an offence and despite the old time guaranty of the Constitution could be tried and possibly convicted in the Federal Court of some technical infraction of the law, based on the identical incident. Chief Justice Taft has made it clear that in one alleged offence a person or firm may violate two laws, one Federal and the other State. He is quite right, but it ought not to follow that an accused firm should be put in jeopardy twice for the identical effense in two courts under two different codes of laws. If only the guilty should suffer it might not matter so much, but the innocent usually are the victims,

The easiest way out of it in New York would be to repeal the Mullan-Gage act and substitute for it some safe and sane law that would protect the legitimate users of industrial alcohol from possible double prosecutions and extra penalties outside of what they may have to fight in the Federal administration of Prohibition. Representative Brennan has introduced a bill in Congress to prevent these double trials, but the Anti-Saloon League influence is so strong that the bill probably will never emerge from Chairman Volstead's Judiciary Committee.

#### THE RIGHTS OF BASIC INDUSTRIES

There can be no discussion as to the right of existence of primary industries. There is very little discussion as to the right of such essential industries to use alcohol. Nearly everyone recognizes the fact that alcohol is absolutely necessary for the continuance and proper development of innumerable varied and essential industries. The legislative bodies of the nation certainly appreciate the fact that our great industries are dependent upon an adequate supply of chemical raw materials and have framed the laws of our country so that a continuous and ample supply of basic materials may be obtained.

Present industrial demands have been taken care of and the law provides in a satisfactory manner for the development of the alcohol industry and those manufacturing processes dependent upon it.

Although popularly known as a law prohibiting the use of intoxicating alcoholic beverages, the National Prohibition Act provides specifically as follows:

AN ACT To prohibit intoxicating beverages, and to regulate the manufacture, production, use, and sale of high-proof spirits for other than beverage purposes, and to insure an ample supply of alcohol and promote its use in scientific research and in the development of fuel, dye, and other lateral industries.

TITLE 3: SECTION 13:

sible plane of scientific and commercial efficiency consistent with the interests of the Government, and which shall insure an ample supply of such alcohol and promote its use in scientific research and in the development of fuels, dyes, and other lawful products.

Certainly our legislators realized that the prosperity of the nation is definitely dependent upon the most complete and extensive advance of our industries upon the highest plane of technical and commercial efficiency. Huge sums of money are being spent in order to enforce the prohibition phase of the law. A very serious effort is being made to curtail the use of intoxicating beverages. Large numbers of men are actively engaged in an honest attempt to stop "bootlegging." Most people are impressed with the fact that the beverage part of the National Prohibiton Act is being adequately taken care of.

But how about the industrial phase of the National Prohibition Act?

Are the industries using alcohol and the alcohol industry itself being developed in accordance with Title 3, Section 13?

Is the present plane the highest of scientific and commercial efficiency consistent with the interests of the Government?

Are alcohol using industries being developed? Alcohol using industries answer "No." Their business is being curtailed rather than developed. They are able to obtain less alcohol rather than more, as provided for by law.

Not only do alcohol consuming industries answer these questions, but one of our chief federal officials charged with the enforcement of these laws also makes a statement in this connection. The Federal Prohibition Commissioner's office on October 27 sent out a statement to the press, mineographed copies of which were freely used and sent out in franked envelopes of the Treasury Department marked "Official Business." In it the Commissioner boasted that effectiveness of enforcement was shown by results in curtailing the source of supply in part of grain alcohol for industrial and drug purposes to the extent of nearly TEN MILLION Gallons in the year. He never since has made any explanation, or retraction.

What are the rights of industry? And who will heed them?

Isn't it time that one phase of this law should be enforced as well as the other?

Why should millions be spent in prohibition enforcement, while alcohol consuming industries are restricted, curtailed and subjected to endless red-tape and unnecessary expense instead of being properly developed in accordance with the law?

Isn't it time for political influence and action as well as the united voice of industry?

#### REVISING U. S. PHARMACOPŒIA

E. Fullerton Cook, Ph. M., chairman of the general committee of revision of the United States Pharmacopæia, has issued a list of additional admissions to the Tenth Revision and also an additional list of U. S. P. (Ninth) titles which it is recommended not to admit to the U. S. P. X. These represent reports from the sub-committee on scope submitted since the first lists were made public some months ago. Comments are invited and careful consideration will be given to all communications by the special referee committee on scope, which consists of the twenty-one physicians of the general committee of revision.

There are a few questions of admission and deletion not yet announced by the sub-committee on scope.

#### **OUR ADVERTISERS**

THE FILLER MACHINE CO., INC.

Special Machinery Designers, Manufacturers and Patentees of Filling and Depositing Machines

> 1264 EAST MONTGOMERY AVENUE, PHILADELPHIA, PA.

American Perfumer & Essential Oil Review, 14 Cliff Street, New York, N. Y.

Gentlemen: We take pleasure in complimenting you on the splendid results we received from your paper. We have received an enormous amount of inquiries for filling machines from all over the country due to our advertising in same and can recommend your paper to anyone in need of such services.

Yours very truly, THE FILLER MACHINE Co., INC, JOHN F. GEYER.

#### BABSON SEES STEADY RISE IN BUSINESS

Roger W. Babson, the eminent statistical expert and trade analyst, who is a regular contributor to our fund of information on business conditions and whose views have been scanned with profit by our readers, in summarizing conditions in his report of December 19, declares that "on the theory that action and reaction in business are equal the readjustment period has been about 55 per cent completed." For the present no great period of over-expansion is to be expected. The Babson chart of conditions shows that business has greatly improved during 1922, "but that we are not on the verge of business expansion." Summarized Mr. Babson's views of the situation are about as follows:

PRODUCTION: In almost every line is larger than last year, manufacturing being ahead and 14 per cent more workers employed than in 1921.

PROFITS: Earning statements for 1922 decidedly better than last year. Profits are gradually increasing.

CREDIT CONDITIONS: Here again distinct improvement is in evidence. Whereas a year ago the banks were tied up with a vast number of embarrassed concerns, today very few localities report an unusual number of such cases.

Competition Important Factor in 1923: Statistics point to a year of most rigorous competition. Prices cannot be pushed up very far because fundamental conditions do not permit. This means that the opportunities in 1923 will be only for concerns which buy to the best advantage, produce most efficiently, and sell most economically. Hence the very great importance during the coming year of studying fundamental conditions, the probable trend of commodity prices, and the outlook for different sales territories—in other words, to know what and when to buy, and where and when to sell.

#### OUR FOREIGN TRADE KEEPS GROWING

Government figures of our foreign trade in September and for nine months of this calendar year show steady growth and are satisfactory, except in the soap sphere, which is treated in our Soap Industry Section. But for American manufacturers there are some significant figures in relation to the European invasion of this country.

Imports of perfumeries, cosmetics, etc., in the first nine months of 1922 were \$5,773,884, an increase of \$1.518.056 over the corresponding period in 1921. Of this gain Sep-

tember contributed \$656,331, for the receipts in that month amounted to this sum over the year ago figure, the 1922 imports being \$1,184,109. For the entire year 1919 these imports only reached the total of \$3,670,577.

Exports of perfumeries, cosmetics, etc., show up in fine shape. The total for the nine months is \$4,552,619, an increase of \$1,037,549 over the period a year ago. September exports are \$023,420, a healthy gain of \$150,341 above the figures in the month last year. Of this total \$42,961 was perfumery and toilet waters, \$97,209 was talcum and other toilet powders, \$66,668 was creams and rouges, \$289,417 was dentifrices and \$127,165 was other toilet preparations. England was the best customer, taking shipments valued at \$220,586.

Essential oils show up well also. Imports for the nine months were \$3,733,813, an increase of close to a million dollars, the figures being \$959,913. Exports were \$645,420, an increase of \$43,874. September imports were \$265,849, a gain of \$85,706. The exports were about the same as a year ago, \$94,130, a loss of \$942.

#### A PERFUMERY AWAKENING IN ITALY

We are greatly pleased to hear that Italy plans progress in the essential oil industry. It is not a new sphere of endeavor for the Nation, although some of the newspapers so treat it. Our readers are familiar with the essential oil industry in Italy through occasional abstracts from our esteemed contemporary, the Rivista Italiana delle Essenze e Profumi, and of course the production of lemon and orange oils is known to everybody, in the trade, at least.

From Milan comes a dispatch which tells that the manufacture of synthetic products in Italy is extending. Recently new works have been established to manufacture raw materials produced in Italy or imported from Germany, for producing synthetic essential oils, pharmaceutical products, and intermediates for the dyes industry. It also is added that the "demand is active."

The Genoa correspondent of the Associated Press reports that Italy "is developing a new industry in the growing of flowers for the distillation of perfumes and essential oils." Perhaps expansion of the flower industry would describe the situation more accurately, for the Italian Riviera is by no means a desert. The writer seems to have had the southern part of the country chiefly in mind and experts are quoted as reporting favorably on natural conditions, which was to have been expected. With Italy's internal affairs readjusted on a stable basis there is every reason for much progress by its nationals in the perfumery industry.

The Italian Government, by the Decree of Nov. 17, 1918, exonerates for ten years from the land tax and income tax all lands which are used for the cultivation of flowers, plants, and aromatic herbs for distillation. This exemption also was extended for five years to factories which produce essential oils.

#### TOAST THIS ONE MAN AMONG MILLIONS!

Every person of high or low degree in the Allied Industries ought to drink or at least think a toast on New Year's Day to Richard Hewitt Bond. Among all of the energetic, persistent and faithful fighters for the real rights of our industries under the Volstead Act, we do not recall one who has excelled him in devotion, time occupied and aggressiveness, although others have done their share. It is so viewed in official Washington, where he led the fight that knocked

#### WHY NOT LOOK INTO THE NEW YEAR?

By Walter Wellman

There are too many guys
Who are using their eyes
Looking backwards and always regretting
Mistakes they have made
And the price they have paid;
They are always complaining and fretting.

It's the greatest mistake
That a fellow can make—
This groaning of yesterday's errors.
If you look at today
The same anxious way

The future would loom with less terrors.

Dry the tears that are shed

O'er the past. Look ahead.

There is nothing to gain by repining;

There is no use to cry

O'er the decades gone by;

Naught's accomplished by weeping and whining.

A fellow is blind Who keeps looking hehind. He is courting disaster and sorrow. Eyes were placed in the front. So a fellow could hunt For successes today and tomorrow,

If we were designed
To look always behind,
We'd have eyes in the back of our noodle;
And that's where they should be
On some men whom we see,

But the wise look ahead for the boodle.

out the infamous 25 per cent extra penalty bond procision of T. D. 33%. The Prohibition Unit superciliously said that "only one man objected to it and he was trying to make it appear that others objected." That man was Richard Hewitt Bond and he won a fight harder than some war skirmishes. It is not to the detriment of the good business soldiers enlisted under Mr. Bond's banner that this New Year's Day sentiment is suggested. Nobody can ever understand, without being in close touch with a fighter like Mr. Bond, how almost hopelessly difficult it is to get many business men to go to the trouble of writing a letter or sending a wire to protect themselves from adverse legislation, or unfair prohibition rulings.

Richard H. Bond is one man among millions. May his energy, resources and power for good never grow less!

#### PHILA C. OF P. DRIVE SPREADS

The \$2,000,000 campaign of the Philadelphia College of Pharmacy and Science for development and expansion, including the erection of a group of adequate buildings for educational and research purposes, a picture of which was printed in our October issue, is assuming extensive proportions. The first aggressive steps were taken last month when an intensive drive was conducted in the Philadelphia district. The alumni went vigorously to work and their efforts yielded a third of a million dollars, showing the faith, spirit and loyalty of those who are closest to this old and line university. Its officers, trustees and faculty alone contributed \$60,000, while students now in college subscribed \$55,000, although they cannot benefit directly by the erection of the new buildings.

Philadelphia having set the pace, the center of interest shifts now to outlying districts in Pennsylvania and in New Jersey, and then to more remote places, in ever-widening circles, extending to the far West, and South and North,

and yet farther, to foreign lands.

# MERCHANDISING A NEW PRODUCT: SELECTION OF A NAME: DESIGNING THE LABEL OR PACKAGE

By LEROY FAIRMAN, Merchandising Advertising Expert, New York

FIRST OF A SERIES OF ARTICLES WRITTEN ESPECIALLY FOR THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW.

The other night as I returned from a strenuous game of golf, walking wide and slow, I bethought me of the carnest preachments of Sunny Jim Henry, and turned my steps toward our village drug store.

"Let's see," I said to myself; "what's the name of that stuff? Cornucopia? No, that doesn't sound right. Curea-cornia? No, that isn't it, either." So I hesitated, stopped short, turned around, went home and used talcum powder. The house of Mennen had lost a sale.

Now, Sunny Jim Henry may argue that I should have gone into the drug store and let the man behind the counter supply both the name and the remedy for my chafed knickerbockers. But human nature doesn't work that way, and the manufacturer who bucks human nature gets the worst of it.

When we were children, everybody laughed uproariously when we mispronounced a word, covering us with blushes and confusion. Therefore we learned carefully to avoid all words of whose pronunciation we were uncertain. When we got old enough to read aloud to sweetie, we kept a wary eye three lines ahead of our tongue, spotting all the French words so that we might cunningly avoid them. This inhibition persists to the end of our days. The most hardened of us will order pork and beans, which we detest, rather than call for pate de fois gras, which we love, but fear we can't pronounce.

FIRST ESSENTIALS IN SELECTION OF A NAME

Such being the case, it is plain that the first essential of the name of a product is that it must be easy to pronounce; so easy that even the tongue of a little child will not stumble over it. Otherwise a lot of business will be lost—perhaps that thin percentage which lies between a success and a failure.

A name which is easy to pronounce is easy to remember, which fulfills another requisite of a good name. It is also desirable that a name look well in type. "Egypt" is easy to pronounce and to remember, but in type it looks like a severe case of colic. That fact would not absolutely bar it as a trade name, but is a strong point against it. Appearances count for much, in names as in everything else.

The above are all the really essential requisites of a good name. They sound simple, but a glance through the advertising section of any magazine will show that more than fifty per cent of the trade names you see violate them. That these violations cause the loss of many millions of dollars in the aggregate is a fact which anybody who desires can prove to his thorough satisfaction. Yet, if Jones, Brown & Company are at this movement evolving a name for a new piece of goods, the chances are they will call it Johroweo, and chuckle fatuously for weeks over their consummate cleverness!

As to whether or not a name should be significant, there is room for argument. "Kodak" is a highly successful name, but has no significance—no connection whatever with cameras. "Yuban" means coffee to many thousands of people, but it is a coined word with no real meaning whatever. On the other hand, "Florient," used by the Colgates, has an interesting and beguiling significance, and meets all other requirements of a good name. Many other instances

might be cited to uphold both sides of the argument. Personally, I would always vote for the significant name, provided it were in all other respects a good name. The best name in the whole field of business, in my opinion, is Oxo, an English food preparation whose base is extract of beef. It is the simplest name which could possibly be devised; nobody could mispronounce it; it is easy to remember—one might almost say impossible to forget; it is not only unusually interesting in physical appearance but the letters forming it suggest strength, and it is significant. The man who devised that name was a genius.

SIMPLICITY, GRACE AND EUPHONY DESIRABLE

I am aware that in the trade served by The American Perfumer & Essential Oil Review there is a strong leaning toward French names. The arguments in favor of names in that language for perfumes, cosmetics and similar toilet accessories are too familiar to need repetition here. How much basis of fact there is for those arguments I do not know. I doubt if there is very much. I would take my chances with a product with a simple, graceful, euphonious English name, as against any French name I ever saw. I may be wrong, but one thing is absolutely certain: the manufacturer who gives his product a French name which the great majority of the people can't pronounce, shoulders a handicap which is going to cost him a whale of a lot of money.

It is true, nevertheless, that the house with a French name has a great advantage over the one with the plain linglish name. The public is impressed—and it doesn't have to pronounce it! Houbigant has a tremendous advantage over Jones, and Vivaudou over Johnson. But if people had to go into the drug store and pronounce those names, that advantage would begin to peter out very fast.

When we come to a discussion of labels and packages for our new product we approach one of the most important problems in business. The package must help sell the goods in the drug store; it must help resell them in the home of the consumer. Most packages do neither.

Some years ago I became embroiled, through my own bumptiousness, in a controversy concerning a package then used by a manufacturer of toilet preparations whose name, if I were to give it here, would be familiar to every one of my readers. My contention was that the package in question was so crude, so inartistic, so lacking in taste, that it was driving away business. Finally, to settle the question once for all, I sent out a personal questionnaire to a large number of women of the type most likely to use the product. This questionnaire was perfectly fair; it asked a number of questions having no relation to the matter in controversy; the recipient was rather cleverly inveigled into expressing an opinion on the package without being directly asked for it.

The result was illuminating. Seventy-three per cent of the women who replied expressed everything from a mild disapproval to a positive abhorrence of the package, and over ten per cent went out of their way to state that while the product was excellent, they wouldn't have such a package in the house!

Think of that. Seventy-three cents of every dollar spent

for sales and advertising on that product had to buck against the strong adverse influence of the package, and ten cents was absolutely wasted. That is one of the reasons why I call the package one of the most important problems in business.

SHAPE IS ONE OF THE FIRST CONSIDERATIONS

Aside from the practical suitability of the package to the nature of the product which it is to contain, the first matter to consider is the shape.

The two most uninteresting geometrical forms are the square and the circle. This is true because their nature is instantly determined by the eye, and the eye takes no interest in any object whose nature and quality may be established by a glance. The moment the square is lengthened into a parallelogram, or the circle into an oval, the eye is interested in establishing and comparing the unequal dimensions presented.

Thus we have the rule, in the designing of a package, to avoid the circle and the square; or, as the package has three dimensions, it is the cube and the globe rather than the circle and the square, that violate the rule. We may use a perfectly round box, provided it is not globular, and provided its height is less than its diameter, so that the unequal dimensions the eye seeks may be present. And the base of a package may be a perfect square, provided its height is less than its diameter. Both the round box and the box whose base is a square should be shorter than their diameter, because the eye is best pleased and satisfied by objects which rest very solidly on their bases, and the elongated cylinder or cubical object gives the contrary impression.

RULES FOUNDED UPON THE LAWS OF NATURE

These rules are founded upon optical laws—and optical laws, in turn, are founded upon the laws of nature, the mother of all art. Nature never uses the square or the cube, and resorts to the most extraordinary devices to avoid the circle or the globe. In avoiding the circle, as in the leaves of trees and plants, and in shunning the globe, as in the formation of fruits, nuts and vegetables, nature achieves the most beautiful and satisfying forms conceivable—forms upon which mankind has never been able to improve.

Here, then, in the plants and vegetables around us, we find the correct form-motives for our boxes, our bottles and our jars—forms which meet the universal laws of beauty, and of which the eye will never tire.

But do we use this God-given storehouse of ineffable beauty, manifested all around us in an infinite number of lovely forms? Not so you could notice it!

We overlook entirely the plainest thing in nature, which is this: forms of the greatest beauty are the simple and unstudied arrangements of curves and planes which nature has used so lavishly—the graceful, easily flowing adaptations of common geometrical forms—the cube, the globe, the cone, the pyramid, the hexagon, the octagon, moulded and remodeled into forms which preserve obvious evidences of their origin while enhancing wonderfully their grace and beauty.

What do we do? We construct monstrosities which have no kindred or likeness to anything in nature; hastard forms, knowing no parentage, legitimate or illegitimate. We put the most exquisite perfumes into hottles which might as well contain horse limiment, and dainty cosmetics into boxes whose form is as captivating as that of a sardine can. A pineapple is one of the most beautiful forms in nature—yet

you seldom see anything except a cheese that is modeled after it. No man can hold a walnut in his hand without being struck by its beauty, but you are more likely to see a toilet article put up in a package resembling a coffin than fashioned along the charming lines of a walnut.

DISCRIMINATION IN THE USE OF COLORS

Nature has also given us more than a hint as to the colors we should use for our packages and our labels. What we have to sell will aid our customers in achieving beauty, attractiveness, comfort and peace of mind. The colors which nature uses to express these feelings are blue, green, and their various tints, shades and combinations, yellow, and with discretion, orange. For our purpose orange is dangerous, because it verges upon the vermilion, and red is the color of heat, anger, violence. Nature will use, here and there, a vivid spot of red for contrast and vivacity, and so may we. But red boxes, or red labels, or broad surfaces of red, may be used only if we are to appeal to harbarians, or people of execrable taste. So says Mother Nature, and she knows.

Simplicity is always the best bet. Any manufacturer of toilet goods will find, if he cares to investigate, that no woman wants on her dressing table a container which is fantastic or too pronounced in form, or flamboyant and obtrusive in color. A vast majority of women will vote for natural, graceful, softly flowing lines, and for cool, retiring tints of green, blue, gray, silver and the like, with a spot or dash of color, judiciously placed, for the sake of variety and enlivening contrast. That is what a vast majority of women want—but they don't get it.

Somebody said, ages ago, that the French had good taste in such matters, and that superstition obtains even now. As a matter of fact, the French are even worse offenders than Americans, which is going some. What appears to be one of the heaviest selling lines of French toilet requisites in our drug stores is put up in boxes of odd, haphazard form, utterly meaningless and inartistic, and plastered all over with gaudily figured paper, designed like nothing in nature or art, and colored regardless of anything except whim and caprice.

Why are so many packages and labels, American and foreign, so ugly in shape? To attract attention. Why are they besmeared with inappropriate colors, and bedaubed with vulgar gold embossing? To attract attention. We have not yet learned, it seems, that catching the eye and gaining the admiration are two different matters, and that slapping a woman in the face, while it may stop her for a minute, is not the surest way to gain an entrance to her home and a valued position in her confidence and affection.

(To be continued)

#### Read Your Trade Paper Systematically

Many of the busiest and biggest business and professional men of the country have adopted this plan: They set aside a certain period each day or each week in which they do nothing but read their business papers. The man who has the will and the enterprise to adopt this plan of time investment will be well repaid for the small effort required.

#### "Best Magazine" for Its Business

(The Great Southern Chemical Co., Chattaneoga, Tenn.)

We like THE AMERICAN PERFUMER. It is the best magazine we have found for our business.

# PROGRESS MADE IN FIGHT FOR REFORM IN INDUSTRIAL ALCOHOL ADMINISTRATION AT WASHINGTON

Issue of Separating Police Work from Business and Scientific Provisions of Law Put Squarely Up to Authorities by N. W. D. A.—Crounse Protests Scandalous Reflections on Toilet Articles Trade and Haynes

Tries to Explain His 10,000,000 Gallon Curtailment

Washington, December 19.-The relaxation of the attempt of the Federal authorities to force users of industrial alcohol to pay 25 per cent of their total bond in liquidated extra penalties in addition to other possible penalties for technical and innocent infractions of prohibition regulations was indicated in the type which led this correspondence in your November issue. The victory won by the allied trades in this tilt with the Government for rights expressly provided for and guaranteed under the Act of Congress, commonly called the Volstead Act, has come through with a bad flavor. Instead of rescinding the objectionable bond form 1530, et al, provided for in Treasury Decision 3398, which would have been a complete victory, the Government has issued a new Treasury Decision, No. 3410, which provides for giving a substitute bond on form 1530A, et al., without the confiscatory provision contained in the bond form that has no "A" attached.

The two decisions simply complicate the matter and only the users of industrial alcohol who belong to associations and who read their trade journals are likely to know that the "A" on bond 1530 is all that stands between them and possible extra confiscation of 25 per cent of their total bond. It has been suggested that the Treasury and Internal Revenue officials would have received more credit for their final surrender to overwhelming public opinion if they had killed the original bond forms entirely, leaving less red tape than now prevails, but possibly the antagonism of the Prohibition Enforcement Unit had to be taken into consideration.

(The bond forms have been so generally distributed that we are omitting the text sent by our Washington correspondent. Any of our readers who are interested can get copies from our bond advertisers, or, if not, we will

he glad to help them out.—EDITOR.)

It is generally agreed among observers of legislative conditions that it would have been quite proper to cancel the original series of bond forms 1530 et al. and substitute the new and sane ones now carrying the "A". It is regarded in some quarters as an unwillingness to admit a serious mistake and going in a roundabout route to correct it.

#### Perfumers' Association Resents Misrepresentation

The antagonism of the Prohibition Enforcement Unit to legitimate users of alcohol received additional exemplification in a demand made to Internal Revenue Commissioner Blair this month, by W. L. Crounse for action on reckless attacks made by John D. Appleby, prohibition zone chief for New York and New Jersey, against the perfumery and toilet goods industries of the two states. Mr. Crounse, as the Washington representative of the American Manufacturers of Toilet Articles, sent this letter to Commissioner Blair:

"On behalf of the American Manufacturers of Toilet Articles I desire to enter my most earnest protest against the false and utterly baseless statement recently made in the city of New York by John D. Appleby, Prohibition Zone Chief for New York and New Jersey, to the effect that "Ninety-five per cent of all denatured alcohol released in this city (New York) for the manufacture of toilet articles every month is being diverted to the illegal manufacture of liquor."

"This statement has been telegraphed throughout the length and breath of the country by the press associations and has been printed in a large number of daily newspapers. I enclose herewith a clipping of the matter as it appeared in the November 2 7issue of the Philadelphia Record.

"Although this statement was widely published more than

ten days ago Mr. Appleby has neither disavowed it nor attempted to explain his conduct in grossly violating the rule of the service that prohibition enforcement officers shall not make statements to the press, especially those reflecting upon concerns engaged in legitimate industry.

"Viewed from any standpoint, Mr. Appleby has been guilty of most reprehensible conduct and should be promptly and severely disciplined. Anyone having any knowledge of the matter discussed knows the statement quoted to be utterly false; hence Mr. Appleby is in the position of having made a most serious charge against a large and reputable industry which he knew to be untrue or, being profoundly ignorant of the subject, he has recklessly uttered a libel upon a large number of high-class manufacturers, declaring them to be common criminals, without any proof whatever with which to support his charges.

"The toilet goods trade of New York City includes a comparatively large number of concerns no one of which consumes more than a small percentage of all the denatured alcohol withdrawn for this industry in that city. It follows, therefore, that Mr. Appleby's statement that 95 per cent of this alcohol is diverted amounts to the specific charge that all but a negligible number of manufacturers in this trade are systematic violators of the law

trade are systematic violators of the law.

"It is a well-known fact that there has been some diversion of denatured alcohol during the past year, but it is equally well known that this diversion has been due almost wholly to irregularities practiced by a comparatively small number of individuals fully identified by the department who have no relation whatsoever to the toilet goods trade. If Mr. Appleby is not familiar with these facts he is not a fit man for the position he holds, and if, knowing the facts, he had been guilty of uttering the statements quoted in the enclosed clipping, he should be summarily removed from office."

Up to date there apparently has been no action on this slander of toilet goods manufacturers. There has been some talk that quantities of denatured alcohol, withdrawn by irresponsible concerns for ostensible use in rubbing formulas, have been redistilled and diverted to the bootlegging trade, but Mr. Appleby's attack was upon the legitinate industry as a whole.

#### Haynes Denies Intent to Curtail Industrial Alcohol

Mr. Crounse has had some correspondence with Prohibition Commissioner Haynes regarding his now famous boast of curtailing the use of non-beverage alcohol, nearly ten milions of gallons in a year, printed on page 378 of the November American Perfumer. Mr. Haynes admits the impeachment, declares he has been misunderstood, having used the word "curtailment" merely in the "sense that more efficient administration had unquestionably resulted in less diversion of whiskey and alcohol for illicit purposes." In his letter to Mr. Crounse he quoted from an address delivered last October in Ohio in which he made these observations:

"It is as much our concern to see that all bona fides receive all their rights and privileges under the law as to apprehend violators of the law. . . . I am fully appreciative of the lawful and necessary uses of whiskey and alcohol for non-beverage purpose and am endeavoring to provide for these legitimate needs as well as devoting my attention to the prohibitive features of the National Prohibition Act."

Mr. Haynes's October protestations of friendship for users of industrial alcohol, it is remarked here somewhat cynically, were quickly followed by a new avalanche of red tape and the attempt to jam the 25 per cent confiscation plan down the throats of the legitimate alcohol users.

"Actions eclipse words," was a general comment. In a rejoinder to Mr. Haynes's letter Mr. Crounse questioned the interpretation given by the Commissioner of

his language and continued as follows:
"Permit me to observe that the language employed in your bulletin referred solely to "the source of supply for industrial and drug purposes." No reference whatever was made in this bulletin to the diversion of either whiskey or alcohol to illicit purposes and not even the most strained construction that, with any shadow of reason, could be put upon your language would enable the reader to gather any impression other than that you were felicitating yourself upon the fact that you had succeeded in reducing the supply of whiskey and alcohol available for purposes declared by the statute to be legitimate.
"Personally I am quite willing to accept this explanation

so far as it relates to your policy but obviously your letter to me does not and can not correct the false impression created in the minds of hundreds of thousands of readers of the daily newspapers to which your bulletins are sent, as is evidenced by the large number of inquiries that have

reached me concerning it.

"I feel sure that your sense of justice will induce you to make the only reparation that can be made in this case; namely, to give the same publicity to your explanation that was given to the original misleading statement by promptly issuing a bulletin referring to the matter complained of and setting forth your real position either by quoting from your Ohio speech or otherwise.

"This would seem to be the only fair and just course open

to you under the circumstances.

Up to the present time Mr. Haynes has taken no steps, so far as discovered, to make a general correction or explanation of his 10,000,000 gallon hoast. Members of associations and others interested in industrial alcohol are awaiting the next move. Meanwhile they are asking themselves what Mr. Haynes meant by this remarkable state-

"Most of those engaged in the legitimate phases of the business are giving expression to their satisfaction with the prompt and courteous service rendered them."

"Shades of red tape, prolonged delays and costly ex-periences in getting our rightful supplies of industrial alcohol, forfend us!" said one manufacturer.

#### N. W. D. A. Asks Alcohol Enforcement Reform

The Special Committee on Prohibition appointed at the 1922 concention of the National Wholesale Druggists' Association to present to the Commissioner of Internal Revenue certain constructive suggestions regarding prohibition enforcement and administration had a hearing before Commissioner Blair on November 23. Dr. William J. Schieffelin of New York, chairman of the committee and Samuel R. Kelly of Pittsburgh, presented the resolutions, They were accompanied by C. H. Waterbury, secretary, and William L. Croutse, Washington representative of the Association. Dr. J. M. Doran, chief of the Industrial Alcohol and Chemical Division of the Prohibition Unit was

The resolutions as adopted by the association and laid

before Mr. Blair were as follows:

(1) Resolved, That the National Wholesale Druggists' Association recommends that there be a separation of the functions of the supervision of alcohol for industrial purposes from the policing of violations of the prehibition law, and to that end the Commissioner of Internal Revenue is urged to appoint a deputy commissioner to take over the industrial alcohol and chemical division of the prohibition unit, to have charge of the issuing of permits and such other functions as relate to the supervision of industrial alcohol.

- (2) Resolved, That the Commissioner of Internal Revenue be requested to appoint an advisory trade committee from the membership of national associations in trades employing alcohol, to include the Washington representatives of such associations for purposes of consultation respecting the advisability and necessity of proposed regulations of importance to the alcoholusing trades.
  - (3) Resolved, That the National Wholesale Drug-

gists' Association earnestly protests against the en-actment of the so-called Ernst-Wood bill removing the Prohibition Commissioner from the jurisdiction of the Commissioner of Internal Revenue and the Secretary of the Treasury.

- (4) Resolved, That the National Wholesale Druggists' Association earnestly urges the Commissioner of Internal Revenue to amend the existing office rules of the permit division in the following particulars:
- (a) By raising the \$25,000 stock requirement of a wholesale druggist who was not in business before the national prohibition act went into effect to \$100,000.
- By refusing to renew permit to any applicant for a wholesale druggist's permit who employs a systematic policy of selling standard merchandise at approximate cost, as shown by advertisements, circulars, etc., thus using the wholesale drug business as a cloak to sell liquor.

Dr. Schieffelin made a vigorous argument in support of the proposed innovations as they apply to the legitimate users of alcohol and dwelt especially on the impossibility of inding a man possessing the peculiar temperament necessary to enable him to concentrate upon the task of pursuing law violators without neglecting the interests of the great army of users of alcohol for industrial purposes. He emphasized the fact that the statute recognizes the two separate functions of policing law violations and of stimulating the industries using alcohol as a raw material and pointed out that the Commissioner of Internal Revenue had ample power to appoint a separate deputy for each branch of work.

Referring to the advisory trade committee suggestion, Dr. Schieffelin spoke of the numerous Treasury decisions. pro-mimeographs, pro-circulars, etc., which have been issued from time to time without consulting the representatives of the alcohol-using trades and which have been modified or revoked upon appeal to the Commissioner of Internal Revenue. Such unfortunate incidents, Dr. Schieffelin said could be obviated and much misunder-Internal standing and trouble averted by the reform.

Commissioner Blair promised thoughful consideration of the suggestions. He added that Dr. Doran would go over the resolutions in detail and give the bureau the benefit

of his advice and suggestions as to the practicability of their adoption.

#### For Separate Industrial Alcohol Supervision

Prohibition enforcement occupied a large part of the attention of the annual meeting here of the National Drug Trade Conference. The conference in a resolution recommended "separation of the functions of the supervision of alcohol for industrial purposes from the policing of violation of the prohibition law and that a deputy commissioner be appointed to take over the industrial alcohol and chemical division of the prohibition unit and have supervision of alcohol for industrial and medicinal purposes.

The Internal Revenue Commissioner was urged to appoint an advisory trade committee representing industries which utilize alcohol to consult with the authorities on contemplated regulations affecting the sale and use of alcohol

for industrial and medicinal purposes.

Oppostion was expressed in other resolutions to the Ernst-Wood bill which seeks to make the Prohibition Commissioner responsible only to the President, and to "any effort by the prohibition unit to exact any condition of forfeiture or liquidation damages in any form of bond which may be required to support permits for the withdrawal and use of alcohol for non-beverage purposes.

The Commissioner of Internal Revenue also was requested "to issue all regulations, rulings and requirements affecting the interest of manufacturers and users of mdustril and medicinal alcohol in the form of treasury decisions,"

Consideration of the advisability of adopting standards for whiskey and brandy for medicinal use was urged upon the committee of revision of the United States Pharmacopeona because of the absence of legal standards governing the quality of spirits purchased for distribution by the drug

# YEAR'S WORK OF U. S. CHEMISTS IN ODORS, FLAVORS, FOOD, SOAP MATERIALS AND OTHER FIELDS

Chief Chemist W. G. CAMPBELL Outlines Work of Federal Bureau of Chemistry on Its Activities Affecting Our Industries—Peach Perfume Analyzed and Synthetic Apple Oil Patents Granted

The activities of the United States Bureau of Chemistry in relation to matters concerning our industries are set forth by Pr. W. G. Campbell, Acting Chief Chemist, in his annual report which was made public this month by Henry C. Wallace, Secretary of Agriculture. It is possible for us to give only a brief summary of some of the important divisions of the report, but we are supplementing it with information about one topic that is only mentioned without details. Dr. Campbell has gone on with the work of the bureau in a manner that must be highly satisfactory to all interested. Here are some of the chief points of his report;

Researches in Agricultural Chemistry.—The application of chemistry to agriculture in the most comprehensive sense has been one of the chief functions of the Bureau of Chemistry, although in revent years this phase has received less public attention than the work on the enforcement of the food and drugs act. While the practical application of the results of research is not always apparent for a considerable period after the researches are completed, the basic studies in agricultural chemistry have led to results of the greatest practical importance.

Odorous Constituents of Fruits.—Investigations pertaining to the odorous constituents of certain fruits, particularly the apple and the peach, are in progress. A paper on the odorous constituents of the peach was published during the year. A patent for the preparation of a synthetic apple oil has been granted as the result of these researches. A paper describing the results of a further investigation on the apple oder has been prepared for publication, and also one on the presence of methylanthranilate in grape juices.

Studies on Vegetable Oils.—The economic importance of a further utilization of vegetable oils and of the production of oils from sources not now available has led the bureau to make a systematic study of the chemical composition of vegetable oils. These studies include investigations to determine the physical and chemical characteristics of the principal commercial vegetable oils, especially those produced from oil seeds grown in this country. The chief vegetable oils manufactured in the United States include castor, coconut, corn, cotton seed, linseed, mustard seed, olive, palm kernal, peanut, raisin seed, rapeseed, sesame, and soy bean.

During the year investigations on the composition of sunflower-seed oil and soya-bean oil have been completed and the results prepared for publication. Work on the determination and identification of the constituents of crude cotton-seed oil is under way. Considerable progress has been made in the separation of the free fatty acids occurring in the commercial crude cotton-seed oil, and a study is being made of the composition of these acids, as no data are available which give this information needed by the oil industry. Work on the method for determining the total amount of neutral glycerides in a crude vegetable oil has been completed and the results published. This is the first time in the history of the great cotton-seed industry that a method has, upon investigation, been found applicable to determine the neutral oil present in a crude vegetable oil.

Work on Insecticides and Fungicides.—Studies are being made of the chemical composition and efficiency as a fungicide of Pickering Bordeaux mixture to ascertain whether Pickering fermulas can be applied under American field conditions so as to accomplish effective control of fungi diseases.

Methods of Analysis.—A portion of the time of the chemists of the bureau was devoted to the development of new and the improvement of old methods of chemical analysis. These methods are published from time to time as they are perfected in the Journal of the Association of Official Agricultural Chemists or in other scientific journals for the use of chemists employed in the agricultural experiment stations and in the industries. Agricultural chemists in the experiment stations and colleges co-operate in the development of methods of analysis.

Recovery and Utilization of Wool-Scouring Wastes.—Work on the utilization of wool-scouring wastes was continued during the year. . . . In co-operation with manufacturers using the solvent scouring process for removing the grease from wool, considerable work has been done on improving the quality of grease obtained from the extracts. With the improved treatment developed in the laboratory it was possible to obtain an excellent grade of neutral, ashless grease, which was really a good grade of anhydrous lanolin, from solvents used in extracting wools of certain grades.

Work has also been done on the purification of commercially produced wool greases, and in this connection numerous centrifugal and acid-cracked greases have been examined according to the methods devised in the laboratory. The results obtained indicate that while centrifugal greases may be purified and converted into anhydrous lanolin at a reasonable cost, it is impracticable to attempt any further purification of acid-cracked greases.

Naval Stores Investigations.—As a result of an investigation during the year on methods for producing rosin esters for varnish manufacture, discovery was made of the fact that when zinc or a zinc compound is used as catalyst, rosin and glycerin can be made to combine more easily and more rapidly than was heretofore possible, yielding a product of low acid number and light color. A public-service patent covering this process was obtained.

Investigations on the chemical properties of turpentine and rosin have been continued. To determine whether any differences other than color exist between the various grades and varieties of rosin, analyses were made of authentic samples originating at various points in the producing sections. It was found that there is a difference, although not a very marked one, between the chemical properties or constants of light-colored rosins and those of dark-colored rosins.

Incidental to this investigation it was found that the constants of rosin change appreciably and rapidly on standing after being powdered. A sample of rosin produced about 50 years ago was found to have an abnormal tendency to crystallize, crystalline rosin acids being readily obtained from solutions in alcohol. A number of authentic samples of wood rosin examined differed from gum resin, not only in having a lower melting point but also in having lower saponification, acid, and iodine numbers, and containing more unsapon habite matter. Several samples of foreign rosins were also examined.

All sets of the standard glass types for rosin were recalled, cleaned, checked against the master set held in the laboratory, and returned to their several depositories for the use of the 'rade. The use of these standards is becoming more general and is serving a most useful purpose.

Utilization of Fruits and Vegetables.—Investigations to improve further methods for the utilization of cull and surplus oranges and lemons were continued at Los Angeles, Calif. The development of commercial industries utilizing much of the cull and surplus citrus fruit of California has been reported previously. Several concerns are now profitably manufacturing valuable commodities from fruit by methods resulting from these investigations.

An investigation was made of the use of dialysis in the prepara-

(Continued on page 450)

## GENERAL WASHINGTON NEWS AND CONGRESS PROSPECTS

Hoover Reports on Anti-Trust Laws—Ruling on Cottonseed Oil Foots—New Bill to Control Monopolies—Our Industries in the Federal Budget—Extra Session of New Congress Probable

WASHINGTON, December 18.—The present wind up session of the 67th Congress does not offer much opportunity for new attacks on industries in which readers of The American Perfumer & Essential Oil Review are directly interested. Indirectly of course it is difficult for come of them to see any reason why subsidies should be paid to ships to make up for losses due to prohibition, when no similar legislation is planned to take care of the damage done to users of industrial alcohol by the same law. The Farm Bloc probably will kill this attempt to divert the Government funds to subsidising ship owners.

President Harding is becoming reconciled to the sug-

President Harding is becoming reconciled to the suggestion for an extraordinary session of the new 68th Congress next March to enact necessary legislation. The President, it is said, regards as wise the suggestions of Secretary of the Treasury Mellon for tax revision, but feels that the matter cannot be considered by the present Congress. Other legislation, recommended by the President in his annual message, also is pressing for attention which it cannot receive before the present Congress expires on March 4.

#### Hoover Reports on Anti-Trust Laws

Secretary of Commerce Hoover in his annual report to Congress, recommends that the anti-trust and restraint of trade acts be liberalized to such an extent that trade associations and other co-operative organizations may submit their plan of activities to a designated Governmental agency and, if not injurious to public interest, obtain official sanction. Attorney General Daugherty holds the same views in this respect as Mr. Hoover

Secretary Hoover is working on a manual setting forth the functions and activities of practically all the trade associations of the country. It is his belief that when a trade association makes its statistics generally public at the same time it is divulged to its own members no injury to public welfare can result. He is opposed, however, to the old system of open price reporting, although he sees no objection to compiling average prices over certain periods, if these are made public immediately to non-members as well as members.

#### Ruling on Status of Cottonseed Oil Foots

The Treasury Department replying to a request from the Bureau of Raw Materials for American Vegetable Oils and Fat Industries has made an official ruling concerning the statue of raw and acidulated cottonseed oil foots under the Tariff Act of 1922, for which commodities no definite provision was made in the Fordney-McCumber Tariff.

The Treasury Department rules officially that cottonseed oil foots and acidulated cottonseed oil are properly dutiable as waste not specially provided for under Paragraph 1457 of the Tariff Act.

of the Tariff Act.
Paragraph 1457 levies a duty of 10 per centum ad valorem upon waste not specially provided for.

The Bureau of Raw Materials considers the rate as being about as reasonable as could be provided in the circumstances, as it will allow some importations from Canada, in which country practically all imports have originated in the past, although a higher rate of duty would undoubtedly have prevented further movement into this country. Cottonseed oil focts were free of duty under the Tariff Act of 1913.

The Treasury Department ruled in early November that where the imported cottonseed oil foots were made from cottonseed oil of American origin they could be imported duty free provided that they were returned to this country by the exporter of the original cottonseed oil or by the person for whose account the cottonseed oil was exported.

#### New Bill Offered to Control "Monopolies"

A new bill providing for control of monopolies in restraint of trade has been introduced by Representative Frear, leader of the Wisconsin delegation and an important

tigure in the Progressive group in the lower House. It provides for the establishment of a Monopoly Control Commission of nine members, to be appointed by the President with the advice and consent of the Senate, each member to receive a salary of \$10.000 a year. The bill declares combinations and conspiracies to monopolize the sale or fix the price of commodities in interstate commerce to be "affected with a public interest and subject to regulation."

#### Bill Introduced to Amend Camphor Tariff

A bill amending the tariff law by imposing a duty of 25 per cent on camphor after the President finds that 2,000,000 pounds of synthetic camphor annually are being produced, has been introduced in the House by Representative Rodenberg of Illinois. The present law imposes duties of 1 cent per pound on crude camphor and 6 cents per pound on refined camphor. The Monsanto Chemical Works, of St. Louis, which is developing the manufacture of this product, is understood to be interested in the measure.

#### Some Federal Budget Provisions

President Harding's budget to Congress included some trade items of interest. The Bureau of Chemistry gets \$1,339,031, of which \$704,401 is for food and drugs law enforcement. The Bureau of Plant Industry is to have \$261,500 and the Bureau of Standards \$505,000, of which \$40,000 is for testing varnish, soap materials, chemicals, etc. Insecticide enforcement is scheduled for \$155,670. Enforcement of the narcotic and prohibition law is put at \$9,000,000.

#### New Organic Chemical Census Started

Tariff Commission experts are already preparing for the census of dyes, coal tar chemicals and other synthetic organic chemicals for 1922. A preliminary letter is going out to manufacturers, known and believed to be producing these products. An effort will be made to cut out the deadwood, so to speak, on the commission's mailing lists so that in January it will be pretty well known what concerns are and what are not making coal tar and other synthethic organic chemicals. Blanks are to be sent out in January in the hope that prompt replies will be received so that the report of the census can be published at as early a date as possible, in the interest of benefiting the industry and others concerned.

#### Must File Claims Against Germany Before January 1

Claims of shippers for risk insurance premiums to be presented to the Mixed Claims Commission for collection from Germany must be filed with the State Department by January 1, as there is no intention at present to extend the time limit. Request that a shipper's claim be presented to the commission is sufficient, as evidence may be submitted later, but the time limit was set by the State Department because some of the claimants were not sending in their statements and the Government must present to the German Government by March 9, 1923, a list of the claims which will be prosecuted.

#### Tariff Board to Open New York Office

The United States Tariff Commissioner will open an office at the Custom House in New York on January 1. The new office will probably be in charge of Commissioner William Burgess, who recently visited Washington for the purpose of concluding arrangements to open a New York branch.

#### Parcel Post Rates to Russia

Packages weighing up to 11 pounds may be sent by parcel post from the United States to Russia at the following rates: For parcels addressed to Russia in Europe, up to 2 pounds, 84 cents; over 2 and up to 7 pounds, 96 cents; over 7 and up to 11 pounds, \$1.08. The charge on packages destined for Asiatic Russia is as follows: Up to 2 pounds, \$1.26; over 2 and up to 7 pounds, \$1.38; over 7 and up to 11 pounds, \$1.50.

#### **IDENTIFICATION OF AMBERGRIS\***

By HOWARD IRVING COLE, Chemist, Bureau of Science, Manila

Ambergris, a biliary concretion from the intestines of the spermaceti whale (Physcles macrocephales), is found sometimes in the mammal itself but more often floating upon the sea or in the sand on the seacoast. It occurs in lumps varying from a few ounces to 200 pounds. The substance is of a solid waxy nature, mottled dull gray to black, and possesses a peculiar earthy odor. It adheres like wax to the edge of a knife with which it is scraped, retains the impression of the nails, and emits a fat, odoriferous liquid on being penetrated with a hot needle. The specific gravity of ambergris varies from 0.780 to 0.926. It is said to melt at 62° C. It is soluble in ether and in the volatile and fixed oils.

The composition of ambergris was investigated by Pelletier and Caventou in 1820. They found that the principal

water but soluble in most organic solvents. When acted on by broming in carbon tetrachloride solution it gives an octobromo-derivative C38H35OBr30 a white vitreous solid. Chlorine under similar conditions decomposes it. On warming ambrein with phosphorus pentachloride, a white amorphous mass of pentachloro ambrein CallaOCla is ob-

The physical constants of ambergris as given in the literature vary widely. No chemical methods for its identification could be found in the literature available. The Chinese test its purity by scraping it upon boiling tea in which it should dissolve.

#### SUPPOSED AMBERGRIS

A number of substances suspected of being ambergris have been submitted to the Bureau of Science for identification, but one in particular is so generally considered to be the genuine article as to deserve the name "supposed ambergris." This substance is usually found floating far

TABLE 1.—Comparison of true ambergris, "supposed ambergris," and latez from Artocarpus elastica.

				Oder.				Melting point.		
Substance.	Colo	r.	Texture.	Texture. Natural.		On burning.		Substance.	Ether extract,	
True ambergris "Bapposed ambergris."  Latex from Arto- sorpus elastica.	Yellow-gree brownish Mottled g yellow.	black. ray to	Waxy  Chewing-gum tax- ture; yellow part is hard and brittle. Chewing-gum tax- ture; some parts hard and brittle.	Earthy	fmces Burning	rubber oder.	Soft Boft	ens at 100°C. sits at 112°C. ens at 100°C. sits at 131°C.	brein). Softens at melts at 1	100°C.; 20°C.
Substance, Specific g				Eth	Ether extract.					
				No.	Iodine No.	Asb.	Gutta.			
True ambergrie				*******	17 to 86		78	Traces 6 per cent.	Per cent	
"Supposed asabergris										

rmined in the Bureau of Science. 60° C. is stated by Bruff, Chem. Abstr. 10 (1916) 1405, to be the melting point

\*From the Philippine Journal of Science.

constituent was a substance to which they gave the name ambraine or ambrein. The analytical values of ambrein were not published by Pelletier until 1832 when they were given as follows: Carbon, 81.74 per cent; hydrogen, 13.32 per cent; oxygen, 4.94 per cent.

In 1912 Joseph Riban' investigated ambrein more closely. He had come into possession of a small quantity of ambrein which in the course of time had separated out from the alcoholic liquid in a bottle intended for extract of ambergris. The substance, after being recrystallized from alcohol, melted at between 82° and 86° C. It is a white crystalline solid separating from its alcoholic solution in slender needles. Combustion showed it to possess the formula CatHaO. The compound tends to remain in the superfused state when When warm and dry melted, even if sown with crystals. it becomes highly electrified on slight rubbing. optically active, has a neutral reaction, and is insoluble in

<sup>1</sup>Compt. Rend. 154 (1912), 1729-1732; Bul. Soc. Chim. IV 11 (1912), 754-757.

It is picked up by fishermen and sold to the Chinese and Moros as ambergris. It has been shipped through the Custom House of Manila to Japan rated as "ambergris" and is used by the natives for medicinal purposes and by the Chinese and Moros probably as an aphrodisiac. physical appearances it closely resembles ambergris. curs in the same places, is found in the same quantities, and has approximately the same specific gravity and a similar mottled appearance. It, however, has a slightly different odor and becomes brittle on aging, while true ambergis apparently does not. Since no methods of identifying it positively as ambergris were available the matter was referred to the Bureau of Chemistry at Washington. That bureau reported that "there are no satisfactory methods by which it is possible to identify ambergris. Perfumers are in a better position to determine the genuineness of this material than we would be by ordinary analytical methods."

out at sea in localities known to have vielded ambergris.

It seems therefore that ambergris is determined in a manner analogous to that of a good wine; that is, it is judged by a connoisseur, one who recognizes it by general appearance, bouquet or odor, etc., from a physical rather

<sup>\*</sup> Bruff, loc. cit.

<sup>\*</sup> Jacob Lund, Chem. Abstr. 18 (1918) 773.

<sup>4</sup> Determined by method given in Allen's Com ercial Organic Analysis 6th ed. 6: 100. The sample of supposed ambergris was carefully selected to exde all the brittle yellow substance. The only sample of Artocorpus elastics available had, however, become almost entirely crumbly (exidised), so the gutta content to naturally low.

than from a chemical or from a microscopical standpoint. Samples of the substance were sent to the leading perfumers of the United States and Europe with the request that an opinion be rendered as to whether the material was true ambergris. The replies were almost unanimous against the substance being ambergris. At this point the facts were brought to the attention of the writer. It seems that am-bergris often contains "the horny gills of a cuttlefish species" by which serves as food for the whale. A careful material but led to the finding of occluded fragments of microscopical examination proved the absence of such horny moss, leaves, and bark, so distributed as to suggest inclusion in the formation of the substance rather than foreign material gathered up after the lumps were formed. naturally indicated a vegetable rather than an animal origin. A comparison with the samples of gums and resins at the Bureau of Forestry showed the substance to have a close physical resemblance to the latex from Artocarpus elastica."

Some of the physical and chemical constants of this latex and of the supposed ambergris were determined. The results are listed in Table 1. (See preceding page.) The known constants of true ambergris are given for compari-

From the data given above and the microscopical examination we are led to the conclusion that the various samples of "supposed ambergris" submitted to the Bureau of Science are neither ambergris nor of animal origin, but that they are originally derived from a tree probably closely related to Artecarpus clastica,

#### TRUE AMBERGRIS

Recently a substance found in southern Palawan, near Balabac, by a Moro, was submitted to the Bureau of Science It proved to be true ambergris. for analysis. terial was of a waxy nature, brown with tiny specks of white distributed through it, and there were also embedded in it many fragments of the chitinous part of the internal shell or gladius of a cuttlefish. Other chitinous fragments, in the form of a parrot's beak, and the remains of the mandibles of the cuttlefish were also found. This chitinous material is probably identical with the "horny gills of a cuttlefish species" referred to earlier in this article. These fragments appear as thin, dark brown, opaque, finely striated pieces of chitin varying in thickness from 0.04 to 0.1 millimeter. No moss, bark, or other vegetable material was found in the sample. found in the sample.

The specific gravity of the ambergris was 0.834. The melting point was 65° C. The ash content was 0.21 per cent. After the ambergris was melted, it remained as a brownish

black viscous mass on cooling.

Attempts to crystallize the ambrein from alcohol were unsuccessful. No crystallizable product could be obtained upon acetylization with acetic anhydride.

The above data and especially the microscopical examination proved that this substance was true ambergris.

#### CONCLUSION

A careful microscopical examination of substances suspected of being ambergris will often prove to be of greater value in the identification of such substances than the ordinary physical or chemical methods.

Bruff, Chem. Abstr. 10 (1916), 1,405.

\*Philippine Resins, Gums, Seed Oils, and Essential Oils, Bull. P. I. Bur. Forestry No. 20 (1920), 68.

This lot of ambergris weighed 47 kilograms.

#### Adulteration of Oil of Lemon with Terpenes

Oil of lemon can be skilfully adulterated with a mixture of lemon terpenes, citral and sesquiterpenes, so that the usual determinations of analytical constants will not suffice to detect the fraud, says Guido Ajon, in the Rivista Ital. delle Essenze e Profumi. The author recommends that the oils he shaken with a sodium sulphite solution prepared according to Tiemann, and that the characteristics of the oil and of its fractions, especially the citral content, be determined by Kleber's method before and after the sulphite treatment. The citral content, as determined, will show greater differences before and after treatment, in the case of the adulterated oil, than in the case of pure oil. The reaction must be studied more exhaustively, on oils of various origins and ages.

#### TOILET REQUISITES IN CEYLON

Consul Marshall M. Vance, Colombo

Ceylon is an important buyer of toilet requisites, the United Kingdom and British India being the chief suppliers. American-made tooth pastes, shaving creams, and similar articles are well known and well liked, however, and importations from American sources have increased greatly over pre-war quantities and values. Germany has not regained any appreciable share of this trade since the war. During and immediately subsequent to the war Japan furnished a good portion of this trade: Japan's place has since been taken by France and Australia. Imports are compared as follows:

#### Cevion's Imports of Toilet Articles.

Years	From U. S. Rupees	Total Rupres	Principal Sources
1913	61,197	864,597	United Kingdom, British India, United
1919	120,654	1,145,865	States, Germany. United Kingdom, British India, United States, Japan.
1920	98,062	1,195,911	United Kingdom, British India, United States, Australia,
1921	128,776	1,376,443	United Kingd m, British India, United

[The United States Treasury rate for the rupee was \$0.3244 for the first three of the years given below and also for the first half of 1921; for the last six months of 1921 the official rate was \$0.4860.]

Furthermore, the island offers a fair market for perfumery and perfumed spirits, imports in these same years having been:

#### Ceylon's Imports of Perfumeries

Years	From U. S. Rupees	Total Rupees	Principal Sources
1913	2,028	213,164	Germany, United Kingdom, British India, France, Japan, United States.
1919	52,408	310,363	United Kingdom, United States, Japan, British India, France,
1920	59,031	578,252	United Kingdom, Japan, United States, British India, France.
1921	13,245	241,268	United Kingdom, British India, Ger- many, France, United States.

Before the war Germany was the principal supplier of this commodity. The United Kingdom has taken premier rank since. British India and Japan are also important sources of perfumes. American-made perfumes formed a large part of the imports in 1919 and 1920, but the value has fallen off greatly during the last year. Germany is rapidly regaining prominence as a furnisher of perfumes. Imports of the finer grades from France are fairly important.

#### MARKING OF IMPORTED BOTTLES

New rules for the marking of imported glassware have been issued at the United States Appraiser's Stores in New York. The rules in part are as follows:

"Sand Blast or Acid Stamp.—Siphon bottles, tube gauge glasses cut to size and Klinger gauge glasses.
"Etched or Indelibly Stamped.—All other bottles plain or

"All containers, cartons and outer cases must be marked to indicate country of origin.

"All glass articles, blown or pressed, not herein mentioned, must be marked as indelibly as the nature of the article will permit without injury at time of manufacture, the paper label being the last resort."

#### Algeria's Production of Alcohols and Essential Oils

Alcohols lately have been produced in increased quantities in Algeria. Many large factories produce alcohols from wine and also brandy. Industrial alcohols could be produced from dates. Essences produced include especially those of geranium, eucalyptus, thyme, lavender, fennel, and neroli. Geranium exports go to the United States, the Philippines, and the Orient. Neroli is obtained from the Seville orange tree. About 350 kilos of orange-flower essences are annually produced from 350,000 kilos of flowers. The olive oil industry is increasing yearly.





#### SECTION OF A. C. S. ELECTS OFFICERS

New York Section of the American Chemical Society elected officers Dec. 8, at Rumford Hall, as follows: Chairman, Dr. C. A. Browne, of the New York Sugar Trade Laboratory; Vice Chairman, C. E. Davis, National Biscuit Co.; Secretary-Treasurer, Benjamin T. Brooks, of the Mathieson Alkali Works. Executive Committee: M. H. Ittner, chief chemist, Colgate & Co.; James Kendall, Columbia University; H. C. Parmelee and H. G. Sidebottom, Sidebottom, Jayne & Sidebottom, Inc. The new term begins Jan, 1.

The councilors: C. A. Brown, C. E. Davis, Benjamin T. Brooks, James Kendall, H. C. Parmelee, H. G. Sidebottom, R. G. Wright, F. H. Getman, Ellwood Hendrick, K. G. Moody, M. H. Ittner, A. G. Langmuir, D. W. Jayne, B. R. Tunison, A. W. Thomas, Williams Haynes, Lois M. Wood-

ford, Mary E. Pennington and F. M. Turner.

#### Insecticide Manufacturers in Session

Insecticide and Disinfectant Manufacturers' Association held a very successful convention at the Hotel Astor, New

held a very successful convention at the Hotel Astor, New York, December 11-13. Numerous valuable papers were read. Brig.-Gen. A. A. Fries spoke on poison gases.

These officers were elected: President, C. C. Baird, of Baird & McGuirc, Holbrook, Mass.; First Vice-President. Fred A. Hoyt, Frederick Disinfectant Co., Atlanta, Ga.; Second Vice-President, Benjamin Newman, United Sanitary Products Co., New York; Secretary, Arthur Claassen, of Claassen-Murfit & Co., Philadelphia; Treasurer, Robert J. Jordan, of Wm. E. Jordan & Co., New York. The Board of Governors includes these New Yorkers: M. M. Marcuse, of the West Disinfecting Co.; R. N. Chipman, Chipman Chemical Engineering Co.; W. H. Gessell, Lehn & Fink.

#### American Specialty Manufacturers

In addition to the officers elected at the Atlantic City convention of the American Specialty Manufacturers' Association, as reported on page 404 of our November issue, H. F. Thunhorst was again chosen secretary, with head-quarters at 53 Park place and Charles Wesley Dunn continues in the post of general counsel of the association.

The A. Colburn Co., of Philadelphia, is a new member.

#### Drug Trade Conference's Election

The National Drug Trade Conference at Washington this month elected the following officers for the ensuing year: President, Samuel C. Henry, National Association Retail Druggists; Vice-President, H. C. Christensen, National Association Boards of Pharmacy; Secretary-Treasurer, A. Homer Smith, American Drug Manufacturers' Association.

#### Textile Chemists Hold Banquet

American Association of Textile Chemists and Colonists held its second annual meeting and banquet at the Pennsylvania Hotel, December 2. Prof. Louis A. Olney, of Lowell, Mass., was reelected president and Walter E. Hadley, of the Clark Thread Co., continues as secretary. Over 200 members attended.

#### Soap Movies Seen by Jersey Chemists

New Jersey Chemical Society, at its November meeting held in Achtel-Stetter's, Newark, heard an interesting talk on "The Importance of Impurities" by Jerome Alexander and viewed a series of films showing oil, fat and soap processes exhibited by David Wesson, technical director of the Southern Cotton Oil Co., New York.

#### Retail Druggists Select Meeting Place

National Association of Retail Druggists has decided on Boston, Mass., for its next convention city, the time being fixed for the week of September 24, 1923.

#### AMERICAN BOTTLERS MEET

The fourth annual convention of the American Bottlers of Carbonated Beverages at Atlanta, November 15 to 18, was attended by 3.000 delegates, every State in the Union, as well as Canada, Japan and Mexico being represented. One of the features was an address by Anderson Pace, of Chicago, advertising manager of the Tin Decorating Company, of Baltimore, on the topic "Developing the Home Trade."

The following officers were elected: President, Sid W Lee, of Birmingham, Ala.; vice president, C. B. Chesterman, of Sioux City, Iowa; treasurer, I. M. Oberfelder, of Baltimore, Md. Trustees, three-year term, Charles V. Rainwater, of Atlanta, the retiring president; W. P. Reaves, Greenville, Tex.; W. P. Hatfield, Brooklyn, N. Y., and Frank L. Johnson, of Statesville, N. C. To succeed Mr. Lee in his former position, J. W. Goetz, of San Francisco. was named, and to take the place of Mr. Chesterman, Carl A. Jones, of Bristol, Vt.

Adviser for Organic Chemical Makers

The Board of Governors of the Synthetic Organic Chemical Manufacturers Association of the United States has elected F. H. Wilmot technical adviser to the association in matters involving administration of Customs Duties under the present Tariff Act. Mr. Wilmot was president and a director of the Tinc Tura Laboratories, Brooklyn, N. Y., and has severed his connection with that organization to devote his entire time to his new duties with the Association. His office will be Room 1648 Equitable Building, 120 Broadway, New York City.

#### McCormick Again Heads Drug Exchange

Baltimore Drug Exchange at its annual meeting. Decem-Baltimore Drug Exchange at its annual meeting, December 6, gave much attention to prohibition handicaps and to misbranding of foods. These officers were reelected: President, Willoughby M. McCormick & Co.; Vice-Presidents, John C. Muth, Muth Bros. & Co., and H. H. Robinson, H. B. Gilpin Co.; Secretary, W. L. Lowry, Gilbert Bros. & Co.; Treasurer, James Ownes, Garry, Ownes & Co.; Executive Board: John C. Muth, H. H. Robinson, G. Frank Bailey, William A. Sailer and Parker Cook.

#### ASSOCIATIONS IN THE ALLIED INDUSTRIES

AMERICAN MANUFACTURERS OF TOILET ARTICLES.—President, Gilbert Colgate, New York; Secretary-Treasurer, C. M. Baker, 309 Broadway, New York.

FLAVORING EXTRACT MERS.' ASSN.—President, Gordon M. Day, Milwaukee, Wis.; Secretary, W. W. Laudenslager, 2228 North 10th street, Philadelphia, Pa.

NATIONAL PAPER BOX MANUFACTURERS' ASSOCIATION .--- President, H. O. Alderman, Rochester, N. Y.

Perfume Importers' Association.—President, B. F. Levy, 714 Fifth avenue, New York; Secretary, B. M. Douglas, Jr., 35 West 34th street, New York.

NATIONAL MANUFACTURERS OF SODA WATER FLAVORS.—President, Harry Whittle, 176 West York street, Philadelphia; Secretary and Attorney, Thos. J. Hickey, 1238 First National Bank Building, Chicago.

BARBERS' SUPPLY DEALERS' Association.—President, Walter Brown, Pittsburgh, Pa.; Sceretary, Joseph Byrne, 116 West 39th street, New York.

Perfumery, Soap and Extract Association of Chicago.

—President, George A. Briggs; Secretary, W. L. Filmer.

Monsanto Chemical Works, Chicago.

Monsanto Chemical Works, Chicago.

Perfumery, Soap and Allied Industries of New York.

—President, Frank J. M. Miles; Secretary, Karl Voss, 30

East 42nd street, New York.

Drughem Club.—President E. H. Bobst; secretary,

Charles E. Kelly, 10 Platt street, New York.

Salesmen's Association of American Chemical Industry.—President, John W. Boyer; Secretary, George T.

Short, 135 William street, New York. New York Chapter:

Chairman, John A. Chew; Secretary, David H. Killeffer,

19 East 24th street, New York.



# OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION

Gordon M Day, president of the Flavoring Extract Manufacturers' Association of the United States, and Thomas J. Hickey, executive secretary and attorney, have issued Circular No. 140, entitled: "The Fruits of Victory; When Should the New Bond Be Filed? Permits in Michigan." It deals with the successful fight waged against the obnoxious 25 per cent liquidated penalty bond required by Treasury Decision 3398 and warns the members to watch for the "A" on their bonds, the forms of the series being 1530A, 1531A and 1532A. The old bonds are still existent and could be used by mistake, so all must watch for the "A" in order to escape the 25 per cent extra penalty, for the old bonds were not cast into the discard. Vigilance in looking for the "A" is the price of safety.

The circular has the following timely comment:

"Our association and its members are deeply indebted to Mr. R. H. Bond who conducted this fight in our behalf with the utmost zeal, vigor and foresight in the face of the most trying difficulties. "It is splendid accomplishments like this which have

"It is splendid accomplishments like this which have made our association one of the foremost trade or-

ganizations in the country today.

Circular 140 gives advice to the members in relation to filling their new bonds. It also calls attention to Circular 119, which gave a copy of Section 10 of the Michigan Prohibition Act, which terminates all State permits on December 31 of each year. Renewals must be negotiated prior to that date to be on the safe side. The text of the law and an official interpretation of it by the Michigan State Analyst were printed in The American Perfumer & Essential Oil Review, September, 1921, pages 298 and 299.

FIRST PRESIDENT OF F. E. M. A. RESENTS TRADE ABUSES.

Our attention has been called to a report of the recent annual meeting of the Baltimore Drug Exchange, in which matters of interest to the flavoring extract industry were discussed. Willoughby M. McCormick, retiring and reelected president of the Exchange, was the first president of the Flavoring Extract Manufacturers' Association and

always has taken an active part in its affairs.

President McCormick spoke of the abuses practiced by many merchants in offering flavoring compounds or substitutes when pure goods were called for, and cited conditions that formerly prevailed at Washington and that prompted manufacturers to wage a determined campaign against substitution and other evils. The situation in Baltimore, he said, is as bad as it was at Washington, and he urged that honest manufacturers should get behind the food and drug authorities in their fight on the evils complained of. He said that Philadelphia and New York manufacturers were putting up flavoring extracts made without alcohol. He inveighed against misbranding and in this connection read from a St. Louis circular so worded as to convey the impression that the imitation or substitute foods, though far cheaper than the others, were just as good, if not better.

cheaper than the others, were just as good, if not better.

Mr. McCormick made an argument in favor of greater
uniformity in containers and urged that regulation of business be left to the manufacturers, who could be relied on

to work out the problem to the satisfaction of the public as well as the trade.

Richard H. Bond made an interesting address on legislation concerning all topics of interest to the members of

the Exchange, including flavoring extracts.

Dr. Frank M. Boyles, member of the F. E. M. A. Research Committee and chemist for McCormick & Co., reported results of the work done by the committee, to show that vanillin, most frequently used in the impure extracts, had very little or nothing to do with imparting the real vanilla flavor.

A. L. Sullivan, Food and Drug Commissioner of Maryland, said that compound flavors were in most cases labeled in compliance with the law. Persons who read the label learned just exactly what they were getting, but the general public paid little attention to labels, looking chiefly at the price. He said a great deal could be accomplished if the manufacturers would send out circulars and educate the merchants with whom they did business, and who generally sought to do what was right.

Additional news of interest to readers of this Section will he found in our Washington Correspondence and in our

Summary of Chief Chemist Campbell's report.

#### VANILLA BEAN STATISTICS INCONGRUOUS

Without regard to the market end of the vanilla bean situation there are some interesting and somewhat inconsistent features revealed in the Government reports. September figures are the latest available at the moment this is written. They show a gain in the first nine months of this year of close to a million dollars in imports. The exact figures are \$930,394, the total for 1922 being \$1,922,325. But when we get this down to a quantity basis statisticians will find food for thought and pencil pads. In the period the weight imports were as follows: 1922, 937,442 pounds; 1921, 736,221; a gain for 1922 of 201,221 pounds in volume. The puzzle is to find out how 201,221 pounds cost some folk \$930,394, which does not jibe at all with anything except possibly the fluctuations in quotations, which have not been particularly noticeable except for a gradual upward trend.

In vanilla bean statistics recently, quantities tell some of the story, as well as rated prices. For September alone pounds and prices do not antagonize each other. It seems that the month in 1922 was 14,405 in pounds and \$14,784 in value behind September, 1921, but the totals were not large. This, however, does not tend to solve the riddle of how 201,221 pounds increase in weight of imports of beans ran the valuation increase up to \$930,394. And when it is all said and done it will make little difference with what is coming along in the vanilla situation in 1923. We expect to have an able staff of prophets on the job and possibly some of our readers may explain the statistical problem.

Information in Other Departments.

Readers of the Flavoring Extract Section are advised that items of interest to them may be found in our Trade Notes pages, as well as in Patents and Trade Marks, and other departments of The American Ferrumer.

#### SODA WATER FLAVORS MANUFACTURERS

Harry Whittle, of Philadelphia, president, and Thomas J. Hickey, of Chicago, secretary and attorney, together with the legislative committee of the National Association of Manufacturers of Soda Water Flavors, have kept up their activities during the last month in looking out for the interests of the association and of members. Secretary Hickey has collected information about the bills introduced in the legislatures and other subjects, and has transmitted the same to the members with recommendations for their action. Mr. Hickey has issued special circulars about the filing of new alcohol bonds, advising the use of letter A forms and regarding the 25 per cent forfeiture victory.

#### FEDERAL CONTROL OF BEVERAGES

Acting Chief Chemist Campbell, in his annual report, has this to say: "The water and beverage laboratory acts as a staff laboratory in the control of water, beverages, flavors, and related products. In co-operation with the stations of the eastern district, a sanitary survey was made of mineral springs located in Virginia. West Virginia, North Carolina, South Carolina, and Georgia. A paper on 'Radio-activity of miscellaneous waters examined in the Bureau of Chemistry' is in course of publication. Much attention was given to the labeling of flavoring sirups and beverages, particularly those of the orange type.

A series of articles on 'Food flavors, source, composition, and adulteration' is being published in a number of trade journals. A paper on 'Relative sweetness of invert sugar' was also published. Papers on 'Mineral waters of unusual composition,' 'Specific gravity of mineral waters by calculation,' 'Studies on flavors, beverages, and related products' were presented at the annual meeting of the American Chemical Society. Other papers published during the year included 'Purity of bottled spring water' and 'Mineral composition of seventy city water supplies.'"

(Other features of Dr. Campbell's report will be found elsewhere in this department and in a synopsis of it on an-

other page in this issue.)

#### CASSINA A POSSIBLE NEW BEVERAGE

Here is something interesting for readers of this department from the annual report of Dr. W. G. Campbell, acting chief of the United States Bureau of Chemistry, and perhaps some may act on the hint and make a fortune: "Investigations on a laboratory scale showed that a very delightful beverage resembling tea in many respects can be made from cassina, a wild plant that grows abundantly in the South Atlantic and Gulf States from Virginia to Texas, when the leaves of the plant are treated by processes similar to those used in curing tea. The cassina plant has been used to a limited extent by Indians, and, during the Civil War when tea and coffee could not be obtained, by people of the Southern States, to make a beverage. Unless properly cured, however, cassina does not make a good beverage."

#### 20 Years' Peppermint Oil Exports

Statistics of exports of oil of peppermint from the United States during the last twenty years show the following changes: 1891 (45.321 pounds), \$120,831; 1901 (60,166 pounds), \$63,672; 1913 (144,633 pounds), \$395,551; 1914 (117,809 pounds), \$397,050; 1915 (184,981 pounds), \$384,593; 1916 (154,096 pounds), \$323,070; 1917 (100,032 pounds), \$218,627; 1918 (76,247 pounds), \$233,899; 1919 (65,548 pounds), \$325,070; 1920 (90,205 pounds), \$677,605; 1921 (50,425 pounds), 286,624.

#### NEW YORK BEVERAGE STANDARDS

The New York City Board of Health intends to write into the Sanitary Code a new standard for non-alcoholic beverages which will be more exacting than any regulations now in force in its requirements concerning both contents and labeling of soft drinks. The proposed regulations list the substances non-alcoholic beverages must not contain if they are to be deemed unadulterated. They provide that a beverage artificially flavored must be labeled an imitation, and that one artificially colored must be so described. These statements must be made in easily legible type.

The department will consider a non-alcoholic drink adulterated if it contains any of the following materials: Boric acid or borates, salicylic acid or salicylates, formaldehyde, hydrochloric acid, fluorine compounds, dulcin, glucin, saccharin, betanaphthol, hydronaphthal, abrastol, asaprol, copper compounds, pyroligneous acid, uncertified coal tar dye, saponin derived from soap bark, or any other substance deleterous or inturious to health.

It is admitted that doubt exists among detary experts as to whether the products used for artificial flavoring and coloring in some instances are harmful. Perhaps they are not, the officials say, but in any case the public has a right

to ask for the truth about the soft drinks it buys.

#### DIFFERENTIATION IN PEPPERMINT OILS

A report by E. O. Eaton, associate referee, on the differentiation of Japanese and American peppermint oils, (J. Assoc. Official Agr. Chem. 5, 597-9, 1922), has been summarized as follows: Several color tests have been proposed to this end, but those given in the U.S. P. (1890) appear to be best. These tests have been combined and modified so as to give the maximum color in the minimum time. Medified test: Add 5 drops of the oil to 1 cc. of glacial acetic acid in a small test tube and then 1 drop of concentrated nitric acid. Heat the mixture in a water bath to about 60° in 1 to 2 minutes, noting the color changes. A violet or bluish color develops in Mentha piperita oil in a few minutes when viewed in the transmitted light, and a copper-colored thuorescence in reflected light. Japanese oils usually show a straw color and sometimes a very faint blue color, but no copper-colored fluorescence. This test in conjunction with negative and distillate values appears to make it possible to distinguish American from Japanese oils, regardless of age, rectification or manner of storage. It will not, however, indicate the admixture of such oils. negative and distillate values of the Japanese product are lower than for the American. The odor and taste of Japanese oil and of improperly stored American oil were not so agreeable as those of the U. S. P. article.

#### Germany Restricts Sweetening Substances

The German law concerning artificial sweeting substances (Suesstoffgest), has been put into effect as from Oct. 1, 1922. The term "Suesstoff" includes all sweetening substances of greater sweetening capacity but less nutritious value than pure beet or cane sugar, according to Consul General Coffin. This law prohibits the manufacture of such sweetening substances, their use in the manufacture of foodstuffs, and the importation, or sale of sweetening substances or foodstuffs containing such substances.

#### Gain and Loss in Peppermint Oil Exports

For the first nine months in this year Government statistics show the exports of peppermint oil to have been \$199,921, which was an increase of \$18,099 over 1921. But for September, the latest month for which official figures are available, the values are: 1922, \$43,238; 1921, \$46,113; decrease, \$2,875.

#### PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, toilet preparations, flavoring extracts, soaps, etc.

#### FEDERAL

#### Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 10,551 to 10,650 inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the following is of interest to our readers:

10,607. Adulteration and misbranding of colors. Plea of guilty. Fine \$25. Quantities a canary yellow, a brilliant orange and violettine colors were declared adulterated. Samples contained excessive amounts of sodium sulphate, sodium chlorid and insoluble matter and certain non-certified colors, including fast red E. Tartrazine and Martius vellow.

Seven shipments of olive oil were condemned as misbranded and adulterated. All ordered destroyed.

#### STATE North Dakota

R. O. Baird, Chief Deputy, in making the report of the North Dakota Food Commissioner and State Chemist for the fiscal year ending in 1921, records the analysis of 753 samples of food, of which 105 were misbranded or illegal. Of these 37 were flavoring extracts, 10 of which failed to comply with the tests. There were 339 samples of heverages and flavors analyzed, of which 40 were rejected. Bulletin No. 7 contains a paper on trying to adopt a fairly well-known qualitative test to quantitative uses in seeking sulphur dioxide by comparative stains of lead sulphide.

#### Pennsylvania

Director James Foust, in his latest bulletin, tells of two new Pennsylvania laws, passed at the instance of the Keystone State Bottlers' Protective Association. One provides for jail sentences after the first offense for the unlawful use of saccharin as a sugar substitute and the other, called the "soap and water law," provides for cleanliness and sanitary conditions in bottling establishments. One firm was fined \$60 for selling vanilla substitute containing saccharin. There were thirty convictions and fines of \$25 each for selling bottled beverages sweetened with saccharin. More than 5,000 analyses were made in nine minths, not including 925 food samples.

#### Non-Alcoholic Perfumery Pays 60 Per Cent

Merchandise invoiced as concentrated essences consisting of non-alcoholic perfumery which was assessed at 60 per cent ad valorem under paragraph 48 of the act of 1913 was claimed by the importer in protest 949,437 to be dutiable at only 20 per cent as essential oils. Evidence was not introduced to prove the contention, however, and the case was overruled by Board 1 of the General Appraisers.

#### Aden-Abyssinian Civet Market

Consul Raymond Davis, Aden, Arabia, (August 26), reports the arrivals of Abyssinian civet into the Aden market as steady for six months and the supply increasing. The United States is still receiving shipments from Aden, but sometimes the civet has been reshipped from France to the United States. In six months this year the United States has received 4.738 ounces of civet, as compared with 6.061 ounces for the corresponding period last year.

#### HINTS ON MANICURING PREPARATIONS

In "Some Notes on the Care of the Nails" a writer in the Seifensieder Zeitung says that the first preparation to be used is a bath powder for the nails, to soften the edges of the nails and the surrounding skin. This is merely a good soap powder, of which a teaspoonful, dissolved in a basin of warm water, furnishes a bath for the finger tips.

Then follows the nail lotion for bleaching the nails and removing ink, fruit and tobacco stains. This is either hydrogen peroxide or a 10 per cent solution of citric acid in orange flower water with 1 per cent of formalin added.

After the nails have been trimmed with seissors and file, they are polished. Dry, brittle finger nails are polished with paste, never with nail powder or a stone.

A polishing paste for the nails consists of:

1000 grams mineral oil 500 grams paraffin

500 grams olein

1000 grams chalk,

perfumed with heliotropin, colored with fat-soluble color. The paraffin is melted, the mineral oil added, then the olein and lastly the chalk, which is gradually stirred into the hot mass. The consistency of this paste is adjusted for filling into tubes or jars, by additions of vaseline oil or paraffin. It is recommended that the mass be put through a salve mill if it be intended for use in tubes, while if it is to be filled into jars, it is poured out hot.

Nail polishing pencils have the same composition as the above paste, except that the mixture is hardened by the addition of wax, preferably carnauba wax.

Nail powder has for its basis chalk, infusorial earth or tripoli, also tin oxide or olein. The finest floated kaolin also is used. A good recipe is the following:

1000 grams chalk 500 grams kaolin 500 grams tripoli 100 grams tin oxide,

or, in place of the tin oxide, 150 grams of olein, well mixed with 300 grams of infusorial earth and added to the rest of the mixture. The whole mixture must be passed through a 50 mcsh sieve, finally. Various perfumes are suggested.

Nail polishing stones are made from the nail powder mixture with ½ per cent of 1:20 tragacanth. The mixture should be pressed immediately after sifting.

Liquid nail lacquer, to be applied to the nails with a brush, without subsequent polishing, is made by dissolving I part of benzoin in 2 parts of 85 per cent alcohol. This lacquer should, of course, be sold only in glass-stoppered bottles.

Nail laquer à la Oja is a solution of celluloid in amylacetate.

Excessively dry, brittle finger nails and inflamed skin at the edges of the nails are treated with a cream composed of;

160 parts petrolatum 20 parts lanolin

20 parts wax

50 parts mineral oil,

colored light pink and perfumed with heliotropin.

#### Italian Market for American Toilet Supplies

Consul Homer M. Byington, Naples, reports that the growing popularity of various American toilet specialties in Naples would seem to indicate there is a very promising market there for all kinds of soaps, perfumes, face powders, cold creams, and kindred articles. A considerable selection of these, made in the United States, is already to be seen in the shops—at prices slightly higher than the Italian goods, though the American prices compare favorably with the prices asked for French products, which are the nearest competitors as regards quality. The Italian tariff charges on all pharmaceutical preparations are high but not necessarily prohibitive. All goods containing alcohol must be submitted to the minister of finance for analysis to determine the alcoholic percentage.

#### YEAR'S WORK OF U. S. CHEMISTS, ETC.

(Continued from page 437)

tion of commercial pectin from the waste products of both oranges and lemons. The laboratory work has reached a stage where manufacture on a semi-commercial scale will soon be started.

The Food and Drugs Act.—The magnitude of the food industry is indicated by the latest statistics of the Bureau of the Census of certain manufacturing industries which show that in 1919, 67,453 establishments were engaged in the manufacture of food products. The annual value of the products of these establishments was \$13,391,914,000. These products of these establishments was \$13,391,914,000. figures cover only manufactured foods and do not take into account the great volume of commerce in non-manufactured foods, such as milk, fresh fish, raw oysters, wheat, corn, oats, all fresh fruits and vegetables, and the like, to which the food and drugs act also applies when they are shipped within the jurisdiction of this act. Imported food products, which also come under the provision of this act, were valued during the calendar year 1921 at \$672,975,456. The annual cost of enforcing the Federal food and drugs act is less than one hundredth of 1 per cent of the value of the foreign and domestic products coming within its jurisdiction. (Ob-servations on control of beverages will be found in our FLAVORING EXTRACT SECTION.)

Food Standards.—The formulating of food standards and definitions is of the greatest importance in the effective enforcement of the food and drugs act. The Bureau of Chemistry works in close co-operation with the joint committee on definitions and standards which is composed of representatives of the United States Department of Agriculture, the Association of Official Agricultural Chemists, and the Association of American Dairy, Food, and Drug Officials. During the fiscal year 1922 standards and definitions were adopted by the joint committee for the following food products: Breads, cocca products, butter, ginger ale and ginger-ale flavor, and evaporated milk.

#### RESEARCH INTO PEACH PERFUME

Dr. Campbell's reference to the work of the Bureau of Chemistry in tracing the odorous constituents of peaches and apples concerns the research carried on by Dr. Frederick B. Power and Mr. Victor K. Chestnut, of the bureau's phytochemical laboratory. In their paper on the subject of peach odors (Jour Am. Chem. Society, 43,1725), the authors state that no information on the nature of the substances to which the odor of the peach is due appears to have been recorded in chemical literature. Although many prepara-tions designated as "peach oil" or "peach essence" have long been in use for flavoring purposes, they consist for the most part of purely empirical mixtures, of esters and essential oils with other more specific aromatic substances. In the resent investigation only the fresh pulp of ripe Georgia Belle peaches was employed, and the pips were carefully The results of the investigation and the concluexcluded sions are summarized as follows:

1. The odorous constituents of the peaches may be said to consist chiefly of the linalyl esters of formic, acetic, valeric, and caprylic acids, together with a considerable proportion of acetaldehyde and a very small amount of an aldehyde of higher molecular weight. It is probable that the volatile acids are present to some extent in a free state.

2. A minute amount of acetaldehyde is contained in the

emanation from the entire ripe fruit.

3. No trace of hydrocyanic acid or benzaldehyde could be detected in the distillate from peach pulp. It may, therefore, be concluded that the occurrence of the gulcoside amgdalin is restricted to the kernels of the fruit, and that no other compound capable of yielding hydrocyanic acid is present in the pulp,

4. By extracting a concentrated distillate of the peach with ether a very small quantity of an essential oil was obtained. This was a pale yellow, limpid liquid, which possessed an exceedingly fragrant and intense peach-like odor When cooled somewhat below the ordinary temperature it formed a concrete, transparent mass, interspersed with

minute, acicular crystals. These crystals evidently consisted of a paraffin hydrocarbon, which, when indirectly isolated, melted at about 52°. The yield of essential oil was 0.00074 per cent of the weight of pulp used.

In addition to the esters mentioned, the peach oil contained a little acetaldehyde and furfural, the latter having doubtless been produced during the process of distillation by the action of organic acids on the sugar contained in the fruit. The presence of cadinene, or a compound giving a similar color reaction, was also indicated.

The essential oil of peach is a very unstable product. When kept for a comparatively short time in a glass tube with a capillary constriction and only occasionally exposed to the air, it became converted into a black, viscid mass, and had then completely lost its original fragrance. This change is in accordance with the character of the constituents of the oil as determined by the present investigation. If the oil, as first obtained, be brought into a glass tube, and hermetically sealed, it appears to be capable of preservation for an indefinite period.

Finally the authors say: Although a product based upon the results of this investigation may be made synthetically which represents to a considerable degree the fragrance of the peach, the exact reproduction of the natural aroma of the fruit presents an apparently insurmountable difficulty.

#### Two Patents Follow Apple Odor Researches

The allusion by Dr. Campbell to researches into the odorous constituents of the apple can be supplemented by announcing that patent 1,436,290, for synthetic apple oil, has just been granted to Dr. Power and Mr. Chestnut, who have dedicated it by mesne assignments to the people of the United States. The chief claim follows:

"I. A synthetic apple oil consisting of the amylesters of

formic, acetic, caproic and caprylic acids, acetaldehyde, geraniol, geranyl formate and geranyl acetate."

This patent is supplementary to patent 1,366,541, granted to the same inventors. It was based on the results of extensive chemical investigations of the odorous constituents of fresh ripe apples. The investigators found no evidence of tresh ripe apples. The investigators found no of the presence in the fruit of amyl valerate, sometimes called "apple oil" The patented synthetic apple oil, it is claimed, when composed of the ingredients mentioned in the proper proportions, gives the fragrant odor of fresh apples in a highly concentrated form. The preparation, it is claimed, may be used to impart the true odor of apples to various articles of food and beverages, or as a general flavoring agent.

Dr. Power and Mr. Chesnut in a comment (Jour. Amer. Chem. Soc., 43, 1741) on Shintaro Kodama's paper (Jour Tokio Chem. Soc. 41, 965) disputes Kodama's description of certain esters prepared from the by-products of the decomposition of proteins. The comment says that the compounds in question and "esters derived from leucic acid" do not occur in apples and 50 cannot represent their odorous

constituents.

#### Camphor Planting Abandoned in This Country

Cultivation of the camphor tree and production of the natural drug in this country ceased during the war period, and is now at an absolute standstill, according to Dr. Stockberger, physiologist in charge of the office of drug, poisonous and oil plant investigations, bureau of plant industry, U. S Department of Agriculture. The industry was abandoned apparently because of the ravages of the camphor thrips and on account of competition furnished by synthetic cam-phor, said to meet all the commercial uses for camphor, after extensive experiments in Florida, whence it was intended to expand the industry into other Southern States, as the trees abound all along the Gulf Coast strip and are greatly admired for their ornamental foliage and general grace and beauty.

#### Chemist Sends Appreciation

(W. F. Prooks, The W. E. B. Products Co., Bakers' and Con-tectioners' Specialties, Los Angeles, Cal.

I want to say that your magazine has been of much value to me in my work as a manufacturing chemist.



Napola Products Co., Inc., 1708 Woolworth Building, New York City, has been organized to market French perfumes in the form of Nips in small packages selling for 10c, each through vending machines. The officers are E. T. Browne, president of the E. T. Browne Drug Co., president; L. A. Van Dyk, secretary and treasurer; and H. W. Jennisch, vice-president. W. C. Fiske is sales manager and A. J. Crowley is production manager. Mr. Fiske announces that experiments conducted in railroad stations, hotels, etc., during the last year, justify the belief that fine perfumes at popular prices may easily he sold through vending machines. The company has designed a special machine for vending the Nips and it is planned to have one vending machine for each 1,000 people.

Valmont Manufacturing Co. announces its removal to larger quarters at 35 York street, Brooklyn, N. Y. Joseph E. Valentine, general manager, reports that the larger quarters were made necessary by increasing business and that the new home of the company affords three times the space of the old quarters in Washington street.

E. N. Rowell Co., Batavia, N. Y., manufacturers of paper boxes, announce the appointment of Donald M. Smith, the Bristol Industries, Inc., Woolworth building, New York City, as representative for this territory.

Overton Thompson, manager of the Illinois Glass Co.'s branch office in Nashville, Tenn., will assume new duties soon in the general sales department of the company, at Akron. Succeeding him as manager of the Nashville branch will be Charles J. Elwell, a native of Nashville, and a bottle man who received his training at the home office of the company. W. A. Tierney has been added to the Philadelphia sales force, taking the place of H. I. Wright, who resigned.

A. J. Hoefner, president of A. Hoefner & Sons, soap manufacturers, Buffalo, N. Y., has recovered from an operation in Johns Hopkins Hospital, Baltimore.

"Making and Selling Attractive Holiday Boxes" is the title of an interesting illustrated article by Robert F. Salade, printed in Shears for November, which goes into the subject extensively as relating to various industries that use paper boxes, Shears says, in part:

"Changes are continually occurring in all lines of manufacture. Styles in everything are ever changing, and even the times change. Take for example the styles and kinds of paper boxes which were made a few decades ago. Today those old-fashioned containers would be considered as 'antiques,' and certainly they could not be called beautiful. Countless changes for the better have taken place in the paper box manufacturing industry within the last few years, and yet the average person remains unaware of these changes.

"Moreover, improvements in the designs of paper boxes are being made right now as this article is being written, and changes shall continue in the years to come. Would that we could look into the future and behold the delightful styles of paper boxes that will be produced in say the year 1950! There is no question about it—the things of the future shall far surpass those of the present time.

"We are fortunate in being able to show with this article

three illustrations of beautiful perfumery boxes which were designed and manufactured by the Alderman-Fairchild Co., of Rochester, N. Y. This company has been so successful in business that it is now operating three large plants having a total floor space of more than 150,000 square feet."

The Magnum Import Co. and the Ivory Novelties Trading Co have obtained a writ of supersedas from Judge Manton of the United States Circuit Court of Appeals permitting them to re-bottle and re-fill Coty's and Houbigant's perfumery products pending the determination of their appeals from adverse decisions. At the time of going to press this information was not conclusive.

The American Excelsior Trading Co was adjudged in contempt of court by Judge Mack of the United States District Court for the Southern District of New York, December 12, on complaint of Coty for putting out a twin compact labeled "Scented with Coty's L'Origan." The company was fined \$500. This is the first benalty imposed since the Coty vs. Prestonnettes decision was handed down.

A stay has been placed on the previous sweeping decision of the Circuit Court of Appeals for the second district in the case of Coty vs. Prestonettes, Inc., which held that French perfumes can no longer be re-bottled in vials and sold under the name of the original perfumer by independent concerns without permission of the original manufacturer. Reiss & Reiss and Charles H. Tuttle appeared for upwards of seven or eight defendants and were successful in obtaining the writ staying the injunction order. There were more than twenty different defendants, however, and at last accounts another hearing was being held before Judge Manton of the United States Circuit Court of Appeals. Mock & Blum are the attorneys representing Coty in these suits.

J. A. Handy, departmental manager and buyer for Larkin Co., Buffalo, N. Y., just returned from a trip to Mexico, which he made in company with F. R. Jewett, export manager of the same company. Together they investigated business conditions and returned with a fund of valuable information.

A QUICK WAY TO FIGURE PARCEL POST CHARGES, devised by W. L. Filmer, manager of the Chicago office of the Monsanto Chemical Works, of St. Louis:

1st Zone-Pounds plus 4 cents.

2nd Zone-Same as First Zone.

3rd Zone-Twice the weight plus 4 cents.

4th Zone-Four times the weight plus 3 cents.

5th Zone-Six times the weight plus 2 cents.

6th Zone-Eight times the weight plus I cent.

7th Zone—Ten times the weight plus 1 cent.

8th Zone-Twelve times the weight.

Mrs. A Hirschbein, secretary of the Pallas Mfg. Co., New York, returned recently from a three months' trip to France, Germany and Austria, and brought with her new designs for hoxes, powder puffs, etc

The striking insert of the Nashua Gummed and Coated Paper Co., Nashua, N. H., which appears between advertising pages 82 and 83 of this issue, illustrates by an actual example the effect that may be secured by using metal finish papers made by the company.

Victor Vivaudou, president of the perfumery house that bears his name, sailed with Mrs. Vivaudou on the Paris December 13 for a two months' stay abroad. Mr. Vivaudou recently underwent an operation for appendicitis and while still in the hospital was signally honored by being elected vice-president of the Perfumery. Soap and Allied Industries of New York, in which organization he has always taken an active interest.

- 1. P. Lamoureux, sales manager for the Belgian Trading Co., New York, has returned from an extended business trip through the Middle-west and South, which included visits to Kansas City, Dallas and New Orleans. Not only was Mr. Lamoureux impressed with the volume of business which is being done in the trade but he noted the increasing demand and insistence on quality in raw materials above all other considerations. This indicates, he believes, that the general public is buying toilet preparations in larger volume and that it is showing a preference for American-made products.
- P. R. Dreyer, 109 Beekman street, New York City, announces his appointment as United States representative for Société des Essences Bourbonnaises, Paris, France, shippers of the Chatel brand of geranium, vetivert and ylang ylang oils.

W. E. Swindell, of the New York office of Swindell Bros., Baltimore, Md., will go to Pope's Island Club, Chincoteague Island, January 3 for duck shooting, and will stay there about a week. He will be accompanied by A. H. Wirz, of A. H. Wirz, Inc., Chester, Pa., also a member of the club.

George Stanley St. Amant, managing director of Marey & Co., Paris, sailed for home recently after several months' investigation of general conditions in this country with particular reference to the perfumery industry. Marey & Co.'s plant is at Issy les Molineux, near Paris, and they are engaged in the manufacture of products of natural origin, excepting flower concretes, etc., and also of a number of organic chemicals. Their line includes of oleoresins, gums, oils' distilled from gums such as labdanum, orris, styrax, etc. They also make terpeneless and sesquiterpeneless oils such as orange, lemon, petitgrain, ylang ylang, sandal, etc.

E. M. Kaylor, manager of sales in the toilet goods division of the Metal Package Corporation, New York, was in Memphis, Tenn., recently calling on Mr. Abe Plough, of the Plough Chemical Co. Mr. Plough had just recovered from the mental strain of supervising the despatch of a wolf cub. It seems that some friend of Mr. Plough's who has an old sense of humor sent him a "police dog," which turned out to be a wolf cub. The cub was apparently a gentle creature, but his playfulness soon became very vicious and his death warrant was then signed.

This telegram from H. W. Eddy, the bond man, of St. Louis, containing the following announcement regarding the 25 per cent bond controversy and his course of action for his customers, was too late for our last issue:

"New bond form 1530A is created by Treasury Decision 3410, just published, and permittees will be given the choice of filing either form 1530 or 1530A, so please announce my intentions of writing form 1530A for all firms who prefer

same and that substitution will be made without additional expense to permittee.

H. W. Eddy."

Mr. Eddy had kept in close touch with the situation at Washington in the successful efforts made by many national organizations to nullify the 25 per cent super penalty which the Prohibition Unit sought to impose on legitimate users of industrial alcohol for even minor technical violations. He lost no time in spreading the good news and quickly sent out to his clientele circulars giving the text of the Treasury Decision and pointing out the differences between the confiscatory bond and the alternative form 1530A, which is devoid of the objectionable clause.

George L. Ringel, who for twenty-one years has represented Fritzsche Brothers, Inc., New York, in the Central States, and during the past five years has also represented S. B. Penick & Co., will from January 1 discontinue the latter representation and devote his entire time and energies to Fritzsche Brothers, taking over the Canadian territory in addition to the territory he has been covering. Mr. Ringel's headquarters will continue to be in Columbus, O. Mr. Ringel is an enthusiastic subscriber to The American Perfumer & Essential Oil Review.

George Alexis Briggs, vice-president and director and manager of the perfumery department of the Allen B. Wrisley Co., Chicago, who recently was elected president of the Chicago Perfumery, Soap & Extract Association, paid us a visit during a trip to New York this month. With him was Mr. Addison L. Bair, special representative for Wrisley.

Polak's Frutal Works, Inc., announces the removal of its offices to 180 Lafayette street. New York City, where it will occupy more extensive premises. It has become necessary to carry a far larger and more complete stock of materials manufactured in Holland by the Polak's Frutal Works, of Amersfoort, which company has been represented in this market for quite a number of years. The new quarters are three times larger than the old ones at 321 West 29th street, where the company has been located for two and one-half years. The company manufactures a line of essential oils, imitation thower oils and aromatic materials for perfumers, soap and flavoring extract manufacturers. Among the latest specialties to be announced is a tree fruit grape juice highly concentrated.

Herman Wessels is general manager of Pelak's Frutal Works, Inc., and handles the business of the company in the United States. He is assisted by Herbert P. Sadony in the New York office and by S. A. de Vries, 4641 Sheridan Road Chicago, Ill., who is in charge of the western territory for the company. In a striking insert, which appears between advertising pages 116 and 117, the company calls attention to its removal and invites the trade to inspect the new offices.

J. L. Hopkins, president of J. L. Hopkins & Co., crude dring exporters and importers, of this city, has about recovered from an illness which kept him in his apartment in the Gotham Hotel and is at his desk again.

Foxon Co., Inc., Providence, R. L., sends us a particularly handsome wall calendar for 1923, showing a "Woodland Trail" done most artistically in colors. The Foxon Co. is winning renown as a manufacturer of labels for perfumers.



New York Merchants' Association has added the following members to its roster recently:

California Períume Co., William Scheele, secretary, 31 Park place, New York City—Perfume and toilet articles. Columbia Powder Puff Co., A. Siris, 39 West 19th St.

Drugs & Chemical Credit Association, Julius J. Klein, treasurer, 438 Broadway—Credit information.

Houbigant, Inc., C. S. Walsh, vice-president, 16 West 49th street--Importer of perfumery.

Hygienic Products Co., John A. Duffy, New York manager, 233 Broadway—Soap.

Illsley, Doubleday & Co., Edward Earl, president, 229 Front street. New York—Oils and greases.

Kingstone, Louis Harris, of R. H. Laird Co., 17 East 48th street, New York—Skin specialist, perfumes, etc.

Klar, Adolph, 5 East 19th street-Manufacturer.

Krause & Son, R., Osear Krause, president, 42 East 20th street-Manufacturers, embossers, ribbons.

Manicure Novelty Mfg. Co., Lew Joseph, 358 Fifth avenue. Manheimer, J., 271 Pearl street—Vanilla beans.

Martin Cantine Co., 501 Fifth avenue-Coated paper,

Nessler, Charles C. Nestle Co., 12 East 49th street.

Parfumerie Rigaud, M. M. Sterling, 75 Barrow street.

Perfumer Publishing Co., Louis Spencer Levy, 14 Cliff street.

United Mfg. Co., A. S. Guggenheim, president, 55 Fifth avenue—Coated surface, embossed and other papers.

Foes of cosmetics should be interested in the big full page advertisements printed by the Chicago *Tribune* in other newspapers telling "Why *Tribune* Advertising Sells Train Loads of Toilet Requisites."

#### NEW PRICE LISTS, PUBLICATIONS, ETC.

Colonet Chemical Products Co., Inc., 17 State street, New York City.—This company, which is sole agent in the United States and Canada for the Gattefossé products made by the Société Français de Produits Aromatiques, has sent to us a hooklet devoted to the achievements of the Gattefossé brothers in essential oil and aromatic material research. The booklet tells of a long list of natural and synthetic products for use by perfumery and soap manufacturers.

U. S. Bottlers Machinery Co., Chicago, Ill., has issued the Bottling & Packing Engineer for December. This little journal is devoted to more output with less labor in the industrial spheres suggested by its title.

MONSANTO CHEMICAL WORKS, St. Louis, Mo., has issued a neat booklet on "Monsanto Salicylates," giving specifications, etc., of the various kinds it manufactures.

Longmans, Green & Co., 55 Fifth avenue, New York, have issued a catalogue of selected books for 1922.

EASTMAN KODAK Co., Rochester, N. Y., has sent out a revision of its organic chemicals list No. 8 and an illustrated pamphlet on "The Preparation of Synthetic Organic Chemicals at Rochester," by C. E. K. Mees and H. T. Clarke. This is a reprint of an interesting lecture delivered to the Society of Chemical Industry, at Montreat.

"THE WHOLESALE SMESMAN."—This neat little pamphlet contains three prize winning essays setting forth the "Economic Value of the Wholesale Salesman." Copies can be obtained from C. H. Waterbury, secretary of the National Wholesale Druggists' Association, 51 Maiden Lane, New York.

E. R. SQUIBB & SONS, New York, in the December issue of the Squibb Message, announces that the recent "Squibb-

Week" in the retail drug trade was a great success. FRITZSCHE BROTHERS, INC., 82-83 Beekman street. New York, send hearty holiday greetings with their December 15 wholesale price list of essential oils, including natural and synthetic products; compounded flavoring oils, certified colors for beverage and soap purposes, fruit flavors, etc. Special attention is directed to their oil of lavender flowers, Barrême, and hard candy flavors.

KARL KIEFER MACHINE Co., Cincinnati, Ohio, sends us the December number of its sprightly little publication, the Superintendent. It is full of information about bottling machinery and includes an illustration of model equipment installed in the Northam Warren Corp. plant.

WEPPLO MANUFACTURING Co., Chicago, Ill.—Various models of collapsible tube filling machines, combination collapsible tube closers and clip fasteners, metal clips, liquid fillers, alling machines for jars, cans and various packages and can fillers made by this company are adequately described and illustrated in this 16-page catalogue.

P. R. Drever, 109 Beekman street, New York.—The December price list of this importer and specialist in fine essential oils and aromatic chemicals has been received. The specialties of Bertrand Frères and Naarden Chemical Works, Ltd., for whom Mr. Dreyer is exclusive United States agent, are listed in detail. A copy may be had by writing to Mr. Dreyer.

Clarence Morgan & Co., 355 West Ontario street, Chicago, III -- The December price list features twelve special items in addition to a complete list of the products handled by the company. A baker's dozen of Moreograms, consisting of clever comments on the market for various products serves as a fitting introduction to the list. The company acts as exclusive representative for the Chatfield Mfg. Co., Emery Candle Co., Thos. Keery Co., Inc., Rhodia Chemical Co., Seydel Chemical Co., Tartar Chemical Works, Thurston & Braidich and Charles Mathieu.

HINGMEAN CHAMBER FOR AMERICAN TRADE, Budapest, sends us a copy of its official gazette, the Danube Trade Monthly, printed partly in English and quite enterprising. Baron Frederick Koranyi is president of the Chamber and chairman of the publication committee, while D. Krasso, LL.D., is the editor. The object of course is to develop trade between the two nations and it is deserving of support. Subscriptions for the periodical, \$3 a year, can be sent through the Guaranty Trust Co., 140 Broadway.

UNGERER & Co., New York, have issued a reprint of the article on "Oil Neroli Values: Production Costs and Selling Prices" in Ungerer's Bulletin. Copies can be had by those interested who will write to Ungerer & Co.

#### **BOOK REVIEWS**

Schimmei & Co.'s (Fritzsche Brothers') Semi-Annual Report on Essential Oils, Synthetic Perfumes, etc., for April/October, 1919. Published by Schimmel & Co., Militz, near Leipzig. 8vo., 172 pp.

The continued issuance of this reliable and scholarly compendium of the year's work in its field reflects great credit upon the publishers, especially when the difficulty and expense involved in publishing of any kind in Germany today is taken into account. This report is, as it always has been, invaluable to the serious student of the technology, chemistry and economics of aromatic materials.

The first section of the report, devoted to essential oils, contains notes upon the botanical origin, cultivation, manufacture, properties, constituents, statistics or adulterations

of the oils of bay, buchu, cade, cajuput, camphor, caraway, cassia, cherry laurel, cinnamon, citronella, clove, citrus fruits (including statistics of the exports from Italy of each oil to each of the principal consuming countries for 1914-1918, inclusive), cucalyptus, fennel, ginger, grape-fruit, lavender, limes, nutmeg, patchouly, pennyroyal, peppermint, rose, sandalwood, spearmint, star anise, tea, turpentine, wormseed, and many others, including several oils not hitherto described.

The second division gives similar notes and, in some cases, descriptions of tests and analytical methods, for some chemical preparations and drugs, including benzaldehyde, coumarin, eucalyptol, menthol, storax, vanilla, etc.

Slightly over half of the volume is devoted to a resumé of the scientific research work of the year in the domain of terpenes and essential oils. There are analytical data on the determination of aldehydes and ketones, on Hiltner's method for citral and on cinnamic acid in balsams. Physical notes include valuable descriptions of apparatus for the determination of boiling points and for vacuum distillation. In the section on physiology and pharmacology are abstracts of papers by Teudt on the theory of smell, Heller on odor as an analytical datum, Durrans on odor and chemical constitution, von Frisch on the sense of smell in bees, Cavel on the antiseptic value of essential oils, Levy on the use of chenopolium (wormseed) oil in hookworm infestation, etc. The long (58 pp.) and carefully prepared section on chemical work cannot easily be summarized. Several contributions to the structural chemistry of the terpenes are summarized, as are interesting papers by A. Verley on geraniol, linatool and nerol and by Neuberg on the reduction of aldehydes and ketones by yeasts.

Very notable in these post-war years is the scrupulous fairness with which the work of investigators in erstwhile enemy countries (to Germany) is reported. American work, especially, is generously recognized. There are a couple of adverse criticisms of French commercial practice or scientific work, but these seem by the data to be justified, whereas the bitterest condemnation is meted out to a German firm guilty of wholesale adulteration.

Under the circumstances, it is perhaps captious criticism to suggest that the English edition of this report be prepared by a writer better versed in idiomatic English, especially since the sense of the original is always clearly rendered. The typography is excellent.

DUDLEY H. GRANT.

DIE LÖSUNGSMITTELL DER FETTE, OLE WACHSE, UND HARZE, von Dr. H. Wolff. Berlin, 1922.

This valuable book contains a great amount of data on solvents for fats, oils, waxes and resins, and will therefore be welcomed by anyone interested in those materials. The treatment is very clear and concise, yet with a wealth of detail

The subject matter is grouped under the headings of General Methods of Examination, Physiological Properties of Solvents, Examination of Unknown Solvents and Solvent Mixtures, Saponification and Acetylation Numbers, an Appendix on Bunte's Apparatus for Distillation under Constant Pressure, and a series of fourteen tables of data.

The list of solvents discussed is very complete, ranging from common solvents such as benzol, alcohol, and turpentine to the newer ones like hexalin and tetralin. This list is classified to include hydrocarbons, ehlorinated hydrocarbons, alcohols, esters, ketones, ether, and carbon bisulfide.

Considerable space is given to the products of the Tetralin-

gesselschaft, namely, tetralin, dekalin, pernaphtan, persprit, hexalin, methyl hexalin, and the acetates and formates of hexalin and methyl hexalin. These materials are notable as hydrogenated products of naphtholin, phenol, cresol, and acetone. The only synthetic solvent noted that is not of German manufacture is the petrohol of the Standard Oil Company.

The book is useful and will fill a place in the library of anyone interested in organic solvents.

A. C. LANSING.

#### **NEW INCORPORATIONS**

(Our readers who may wish to take advantage of this department are advised that it is desirable to write, not send circulars, to more than one of the names mentioned in the incorporations. Except in the case of the incorporation of old firms, the postal people may have no ready reference for addresses of new business enterprises.)

Woodbury Toilet Soaps, Manhattan Borough, New York City, \$10,000 capital stock, has been incorporated by G. O. Jackson, M. E. Schattman, E. D. Chaplin. Attorneys, Felder, McCroswin & Gross, 165 Broadway.

Sancubal Chemical Míg. and Barber Supply Co., Brooklyn, N. Y., \$10,000 capital stock, has been incorporated by J. Balsamo, M. Cafiero, R. Klunk. Attorney, E. R. Katz, 215 Montague street, Brooklyn.

Font-O-Lather, Manhattan Borough, New York City, shaving cream, \$10,000 capital stock, has been incorporated by M. Dinner, R. E. Tutle, L. Prashker, Attorney, J. M. Lowenstein, 165 Broadway.

Meridian Alcohols, Inc., Newark, N J., buy and deal in chemicals for denaturing and other purposes, \$10,000 capital stock, has been incorporated by Leo Roon, Elmhurst, L. I.; Jeffroy J. Lewin, Jamaica, L. I.; Morris Risser, Newark.

El Cura Laboratories, medicinal and chemical preparations, \$100,000 capital stock, has been incorporated in Delaware by G. A. Farrah, Washington; J. P. Friel, Philadelphia; John H. School, Germantown, Pa.; Andrew J. Lynch, Georgetown, Del.

Floro Chemical Corp., Manhattan Borough, New York City, make prefumes, \$10,000 capital stock, has been incorporated by P. Techos, M. Miller, S. Andrews. Attorneys, House, Grossman & Vorhaus, 115 Broadway.

E. M. Smith Co., Manhattan Borough, New York City, perfumery and soaps, \$25,000 capital stock, has been incorporated by F. H. Butohorn, T. E. Halle, J. L. Watson. Attorney, F. J. Knorr, Albany.

Stratford Co., Morganville, N. J., to make insecticides tests, \$1,000,000 capital stock, has been incorporated by Julius Midaz, J. L. Ryan, New York; Peter Von Der Heyde, Keansburg, N. J.

Florana Co., Manhattan Borough, New York City, perfume chemists, \$10,000 capital stock, has been incorporated by I. V. S. Stanislaus, P. G. Flint. Attorney, P. L. Davis, 102 Beekman street.

Sheratone Produce Corp., Manhattan Borough, New York City, make polishes, \$50,000 capital stock, has been incorporated by S. Diggle, W. H. Naugle, W. K. Rishel. Attorney, G. W. Phillips, 295 West 144th street.

American Denaturing Corp., Bronx Borough, New York City, make alcohol, \$50,000 capital stock, has been incorporated by L. H. Washburn, K. M. Smith, T. J. Mattimore. Attorneys, Wallace & Thacher, Albany.

Shipkoff & Co., Manhattan Borough, New York City, drugs, essential oils, etc., \$25,000 capital stock, has been

incorporated by T. K. Shipkoff and E. C. Euler. Attorney, W. H. Dodd, 20 Broad street.

Spic & Span Cleanser Corp., chemists, druggists, \$100,000 capital stock, has been incorporated by Wm. Godnick, 1135 51st street, Brooklyn, N. Y.

Youthglo Preparations, Manhattan Borough, New York City, toilet articles, etc., \$20,000 capital stock, has been incorporated by A. Grill, B. Weisenfeld, H. Smolin. Attorney, A. M. Grill, 34 Wall street.

Wine Flavor Extracts, Manhattan Borough, New York City, manufacture flavor extracts, \$10,000 capital stock, has been incorporated by S. Cassia, S. Russo. Attorney, J. G.

Giambalvo, 44 Court street, Brooklyn.

Illinois Products Co., Chicago, chemicals, barber supplies, perfumes and toilet preparations, \$2.500 capital stock, has been incorporated by Louis Lowy, Earl Juul, Frank P. Lyons. Correspondent, G. A. Kyriakopulos, 417 Ashland block.

Madison Products Co., Manhattan Borough, New York City, toilet products, \$10,000 capital stock, has been incorporated by M. Weiner, S. Rosen, C. Zudeck. Attorney, L. I.

Isquith, 277 Broadway.

Onyx Products Corp., Manhattan Borough, New York City, soaps and perfumes, \$10,000 capital stock, has been incorporated by R. Bennett, L. and H. Silverman. Attorney, L. Urbach, 261 Broadway.

E. E. Dickinson Co., Essex, Conn., to make witch hazel, essential oils, extracts, etc., \$750,000 capital stock, has been incorporated by Edward E. Dickinson, Edward E. Dickinson, Jr., Carl F. Anderson, all of Essex.

Asure Mfg. Co., Boston, Mass., soap, cleansing agents, chemicals, etc., \$10,000 common stock, has been incorporated by Fred H. Relyea, Boston, president; Timothy J. Cahill, Boston, vice-president; Harry Pearl, Boston, clerk; the officers and Asa L. Hunter, Wollaston, Quincy, directors.

Sanitary Devices Corp., Boston, Mass., disinfectants, vermin exterminators, etc., \$100,000 common stock, has been incorporated by Arthur P. Baker, Allston, Boston, president; Clyde L. Rogers, Wollaston, Quincy, treasurer; William Ireland, Roxbury, Boston, clerk. Attorneys, Noyes, Wellman & Gilmore, Boston.

Synthetic Organic Products Co., Inc., 127 North street, Jersey City, manufacture drugs, chemicals, etc., \$100,000 capital stock, has been incorporated in New Jersey.

Royal Import Co., 101 Albany street, New Brunswick, N. J., cosmetics, beautifiers and toilet articles, \$50,000 capital stock, has been incorporated by Morris Winfield, Highland Park; William F. Keates, Bound Brook, and Mrs. Josephine Winfield.

Danya, Manhattan Borough, New York City, make cosmetics, \$5,000 capital stock, has been incorporated by B. W. Black, C. A. Votteler, W. Berry. Attorneys, White & Case, 14 Wall street.

Greenwich Chemical Corp., Manhattan Borough, New York City, insecticides and disinfectants, \$200,000 capital stock, has been incorporated by G. V. Reilly, S. C. Wood, H. C. Hand, Attorney S. V. Ryan, Albany

H. C. Hand. Attorney, S. V. Ryan, Albany.
 Berkshire Tale Products Corp., Newark, N. J., \$125,000
 capital stock, has been incorporated by Harold Shuster, F.
 G. Rose, G. E. Ebehalt. Attorney, Harry Unger, 207 Mar-

ket street.
Wahl La France, toilet articles, \$10,000 capital stock, has been incoruorated in Delaware by Samuel Waldman, William Waldman, Braddock, Pa.; Jacob H. Gordon, Pittsburgh, Pa. Capital Trust Co. of Delaware.

#### IN MEMORIAM FOR DEPARTED FRIENDS

ALLEN, EDWARD RANSOME, chairman of Stafford Allen & Sons, Ltd., London, Eng., December, 1916.

Brackman, Joseph I., retired manufacturer of perfumery, Cincinnati, December, 1921.

CALISHER, AARON B., manufacturing perfumer, New York. December, 1917.

DOHME, Louis, Sharpe & Dohme, December, 1910.

DROBEGG, DR. GUSTAV, chemist and formerly with Synfleur Laboratories, Monticello, N. Y., December, 1920.

FRENCH, HASTINGS L., secretary of the Procter & Gamble Co., Cincinnati, O., December, 1914.

FRITZSCHE, ERNEST T., senior member of Schimmel & Co., essential oils and chemicals, Leipzig, December, 1916.

FULLER, FRANK R., vice-president of the Fuller-Morrisson Co., Chicago, December, 1915.

GAUNT, JAMES, American representative of A. & F. Pears, of London, in New York, December, 1916.

HALL, ROBERT L., president National Soap Co., Detroit, Mich., December, 1917.

HATHAWAY, WALTER CRANE, son of Walter Hathaway. New York, December, 1920.

HEMPSTEAD, WILLIAM S., soaps, New London, Conn., December, 1907.

HOLMAN, ERNEST CHARLES, former president of Chicago Perfumery, Soap and Extract Association, December, 1921

HORNER, MAJOR JAMES BROWN, essential oils, New York City, December, 1914.

HOTCHKISS, CALVIN, son of the president of the H. G. H. Essential Oil Co., Lyons, N. Y., December, 1911.

KEMP, COL. HORACE G., of L. H. Kemp & Son, soap manufacturers, Cambridge, Mass., December, 1914.

LORSCHEIDER, EDWARD N., president of Lorscheider-Schang Co., Rochester, New York, December, 1921.

MASSEY, WILLIAM MORTON, one of the founders of the Caswell-Massey Co., New York, December, 1915.

RAMSDELL, CLIFFORD, of Daggett & Ramsdell, New York City, December, 1911.

ROBINSON, FREDERICK A., soap manufacturer, Malden, Mass., December, 1907.

TERRISSE, JULES, one of the founders of Chuit-Naef, essential oils, Geneva, Switzerland, December, 1916.

Weis, Leonard C., toilet goods, Boston, December, 1919. Wrigley, William, of the Wrigley Manufacturing Co., soaps, Philadelphia, Pa., December, 1909.

#### Obituary Notes

Henry Joyce, a veteran employee of Colgate & Co.'s Jersey City plant, died November 26, aged 73 years. He was retired three years ago after having worked continuously for the Colgates for the term of 36 years.

Peter Day, pioneer soap manufacturer and Civil War veteran, died in Philadelphia December 3, aged 82 years. He was a founder of the soap firm of Day & Frick. Five daughters and one son survive him.

Walter K. Peek, president and treasurer of the Manhattan Drug Co., manufacturing chemists, 156 Tillary street, Brooklyn, N. Y., died December 2 in his sixty-first year at his summer home at Manhattan Beach, N. Y.

Gertrude Smith Giese, wife of Otto E. Giese of the firm of August Giese & Son, 162 William street. New York City, died December 9. Mrs. Giese was born in Cincinnati. She was the daughter of the late Dr. H. A. Smith, founder of the Ohio College of Dental Surgery. She was a resident of Brooklyn since her marriage in 1909.



#### NOTE TO READERS

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

Of the trade-marks listed, those whose numbers are preceded by the letter "M" have been granted registration under the Act of March 19, 1920. The remainder are those applied for under the Act of February 20, 1905, and which have been passed to publication.

Inventions Patented are designated by the letter "P."

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to PATENT AND TRADE-MARK DEPT.,

Perfumer Pub. Co. 14 Cliff St., New York.

#### TRADE-MARK REGISTRATIONS APPLIED FOR (Act of Feb. 20, 1905)

131,087.—Jose M. Pendas, New York, N. Y. (Filed Apr. 13, 1920 Used since Dec. 11, 1919.)—Perfume, Rouge, Cold Cream, Toilet Water, Face Powder, Toilet Powder, Lip Stick, Tooth Paste, Hair Tonic, Hairdressing Prepara-tion, Nail Polish, Eye-Brow Pencil, Bath Salts, Foot

Powder, Bath Tablets.

139,503.—American Toilet Goods Company, Boston
Mass. (Filed Nov. 11, 1920. Used since Oct. 1, 1912.)—

Talanta and Parliamery Powders Face Powder, Sachet, Talcum, and Perfumery Powders; Lip Sticks, Eyebrow Pencils, Rouge (Compact and Liquid); Cold, Face, Vanishing, Cucumber and Almond Creams; Liquid Face Powder, Perfumes, and Toilet

141,131.—Sears Equipment Company, Inc., Rome, N. Y. Filed Dec. 15, 1920. Used since Jan. 1, 1919.)-Automobile

141,924.—Drs. Pavey & Kester, Xenia, Ohio. (Filed Jan. 6, 1921. Used since Jan. 1, 1920.)—A Tooth Paste.

146,687.—Jacques Brach, Paris, France. (Filed Apr. 25, 1921. Used since Jan. 2, 1920.)—Perfumes, Toilet Waters,

1921. Used since Jan. 2, 1920.)—Perfumes, Toilet Waters, Sachets, Face Powders, Talcum Powders, Deodorants, Compacts, Lip Sticks, Rouges, Brilliantine, Pomades, Shampoos, Dentifrices, Cold Creams, Vanishing Creams, Massage Creams, Hair Tonics, Hair Dyes, Camphor-Ice Stocks and Analgesic Balms.

146,774.—The Lyon Botanical Co., Incorporated, New York, N. Y. (Filed Apr. 26, 1921. Used since Mar. 14, 1921.)—Whole and Powdered Gum Acacia, Whole and Powdered Gum Tragacanth, Whole and Powdered Ginger Jamaica Root, Whole and Powdered Hellebore Root, Whole and Powdered Indian and Powdered Henna Leaves, Whole and Powdered Indian Gum, Whole and Powdered Licorice Root, Powdered Extract of Licorice Root, Whole and Powdered Extract of Licorice Root, Whole and Powdered Saponin, Whole and Powdered Sandalwood, Powdered Saponin, Whole and Powdered Soap-Tree Bark, Whole and Powdered Turmeric, Whole and Powdered Belladonna Leaves, Whole and Powdered Cubeb Berries, Whole and Powdered Mustand Powdered Powde Powdered Vanilla Beans, Whole and Powdered Mustard

149.666.—Weichsel Laboratories, Dallas, Tex. (Filed June 25, 1921. Used since June 23, 1920.)—Shaving Creams Used Before Shaving and Shaving Sticks Used Before Shaving. 151,370.—Miller Laboratories, Inc., Washington, D. C. (Filed Aug. 4, 1921. Used since October, 1919.)—Shaving

Cream in form of Soap Paste.

500010-

152,648.—Carrie J. Niles, Jacksonville, Fla. (Filed Sept. 6, 1921, Used since Jan. 5, 1920.)—Hair Dressing—Namely, Preparation in both Liquid and Salve Form for Treatment of the Hair and Scalp.

154,015.—Dixie Laboratories, Atlanta, Ga. (Filed Oct. 12,

1921. Used since March, 1918.) - Hair Tonic.

156,793.—Caroline Mulhearn, doing business as C. B. Jones, Brooklyn, N. Y. (Filed Dec. 16, 1921. Used since Sept. 1, 1921.)—Deodorant Powder.

157.253. Isola Bambini, doing business as Bambini Company, Albuquerque, N. Mex. (Filed Dec. 29, 1921. Used since June 1, 1921.)—Face Lotion, Beauty Balm and Face

157,853.—Frederick M. Sherer, doing business as Ino Manufacturing Company, Portland, Ark. (Filed Jan. 12, 1922. Used since Mar. 1, 1921.)—A Hair Dressing.

159,556.—Charles F. Bender, St. Louis, Mo. (Filed Feb. 20, 1922. Used since Aug. 1, 1921.) -Washing Tablets.

160,650.—Anthony Overton, doing business as The Overton-Hygienic Mfg. Co., Chicago, Ill. (Filed Mar. 11, 1922). Used since June, 1906) - Toilet Preparations—Namely, Perfumery, Face Powder and Talcum Powder.

160,693. Concentrated Products Corporation, Carlstadt, N. J. and New York, N. Y. (Filed Mar. 15, 1922. Used since Feb. 15, 1922.)—Liquid Soap Compound.

162,963.—Yardley & Co., Limited, London, England. (Filed Apr. 26, 1922. Used since February, 1912.)—Lavender Water, Face Powder, Sachets, Cold Cream, Bath Salts, Shampoo Powder, Talcum Powder.

163,227.—Muhlens & Kropff, Incorporated, New York, N. Y. (Filed May 2, 1922. Used since March, 1922.)—Perfumes, Toilet Water, Face Powder, Talcum Powder, Toilet Creams, Sachets, Bath Salt, Dental Cream and Mouth Wash.

163.464,-McCormick & Co., Incorporated, Baltimore, Md. (Filed May 6, 1922, Used since Aug. 16, 1919.)-Flavors

and Fiavoring Extracts for Use in Making Confectionery, Ice Cream, Ices, Cakes, Pastry and Icing.

163,517.—Golun Fur Novelty Co., Johnstown, N. Y. (Filed May 8, 1922, Used since Jan. 1, 1922.)—Powder

164.284.—Leopold Weber, Chicago, Ill. (Filed May 22,

1922. Used since June 30 1908.)—Liquid Shampoo.
164.535.—Barclay & Co., Wilmington, Det. and New York, N. Y. (Filed May 26, 1922. Used since May 10, 1922.) - Soap.

164,958.—Henri Rigaud, doing business as Rigaud, Paris, France and New York, N. Y. (Filed June 3, 1922. Used since 1920.) -Face Powder and Rouges.

164,962.—Henri Rigaud, doing business as Rigaud, Paris, France and New York, N. Y. (Filed June 3, 1922. Used since 1910.)—Perfume, Toilet Water, Face Powder and Talcum Powder.

164,964.—Henri Rigaud, doing business as Rigaud, Paris, France, and New York, N. Y. (Filed June 3, 1922, Used since 1914.).—Perfume, Toilet Water, Face Powder, Talcum Powder, Rouge, Face Creams, Sachet, Bath Salts, Smelling Selts. Breath Pastils, Brilliantine, Dentifrices. Eyebrow Pencils, Hair Tonic, Face Lotion, Nail Polish and Shampoo.

164,966.—Henri Rigaud, doing business as Rigaud, Paris, France, and New York, N. Y. (Filed June 3, 1922. Used since 1912.)—Perfume. Toilet Water, Face Powder, Talcum Powder, Rouge, Face Creams, Sachet, Bath Salts, Smelling Salts, Breath Pastils, Brilliantine, Dentifrices, Eyebrow Pencils, Hair Tonic, Face Lotion, Nail Polish and Shampoo. 165,246.—Evelyn Scott, St. Louis, Mo. (Filed June 9, 1922. Used since 1915.)—A Certain Pharmaceutical

Preparation Used in Dressing the Hair and Cleansing the

Scalp.
165,286.—Houbigant, Inc., New York, N. Y. (Filed June 10, 1922. Used since Mar. 1, 1922.)—Talcum Powder and

165.379.—Blanche K. Hartzell, Youngstown, Ohio. (Filed June 12, 1922. Used since Apr. 2, 1922.)—Reducing Cream. 165,399.—The Mihalovitch Co., Cincinnati, Ohio. (Filed June 12, 1922. Used since Apr. 25, 1922.)—Alcoholic Preparation for Rubbing and Massage.

165,489.-Agostino Frasca, Jersey City, N. J. (Filed

June 14, 1922. Used since Apr. 26, 1921.)-Face and Skin

165,505.—The Remiller Co., New York, N. Y. (File June 14, 1922. Used since June 1, 1922.)—Face Powder.

165,576.—Ionas Auty, Seckonk, Mass. (Filed June 16, 1922. Used since June 1872.)—Liquid Preparation for Hair Dressing. All Scalp Diseases, Chaps. Chafes, Itching Piles, Irrnation of the Skin, and for Use After Shaving.

165.593—Katherine M. McKenzie, New York, N. Y. (Filed June 10, 1922) Used since June 5, 1922.1 - Towels or Napkins of Paper Coated With Lace or Skin Cream for Application to the Face, Hands, and Others Parts of the Heals

165,602 Plough Chemical Company, doing business as Pluko Manufacturing Company, Memphis, Tenn. (File June 16, 1922. Used since May 8, 1922.) Hair Dressing. Tenn. (Filed

165,659.—Benz Toilet Products, Inc., Syracuse, N. Y. (Filed June 19, 1922. Used since Aug. 4, 1921.)—Bleach Creams. Beauty Creams, Cold Creams, Cleansing Creams, Lace Powders, Compact Face Powders, Liquid Face Powders, Compact Rotages, Liquid Rouges, Talcum Powders. Evolution and Lyclash Growers, Eyebrow Pencils, Eyedrops. bace Bleaches Bair Salves, Shampoos, Skin Lotions, Hand Lotions, Lip Sticks, Bath Salts Witch-Hazel Salves, Cuticle Removers, Nail Polishes, Nail Bleaches, Toilet Waters, and Perfumes

165,845,-Harriett Hubbard Aver, New York, N. Y. (Filed June 22, 1922, Used since June 1, 1912.)—Sharupoo. 165.846.—Harriet Hubbard Ayer, New York, N. Y. (Filed June 22, 1922. Used since June 1, 1912.)—Shampoo, 165,852 - Dragen Products Co., Columbus, Ohio, (Filed

Used since Feb. 20, 1922.)-Tooth Paste.

165,924 Marshall Field & Company, Chicago, Ill. (Filed June 23, 1922. Used since November, 1917, on face powder, toilet water, and compact: since October, 1919, on cold cream, and since July, 1920, on talcum powder.)—Face Powder, Toilet Water, Compact Powder, Cold Cream, and Talcum Powder.

166,118.—Windsor Soap Co., Inc., Buffalo, N. Y. (Filed June 26, 1922. Used since Oct. 1, 1903.)—Soap. 166,495.—E. Burnham, Inc., Chicago, Ill. (Filed July 5,

Used since 1910.)-Rouge.

166,497.—E. Burnham, Inc., Chicago, Ill. (Filed July 5, 22). Used since 1915.)—Perfume, Toilet Water, and 1922 Sachet

169.602.—Joseph Paul Merola, Newark, N. J. (Filed July 8, 1922. Used since June 1, 1922.)—A Hair-Dressing Tonic, 100.727—Shemeld Pharmacal Co., Chicago, Ill. (Filed July 10, 1922. Used since June 13, 1922.)—Prespiration Pre-

166,749.—Thomas E. Riggs, Independence, Mo. (Filed July 11, 1922. Used since July 15, 1921.)—Washing Com-(Filed

pounds.

Tune 22, 1922.

pounds.

106,776—Lye-Less Soap Corporation, New York, N. Y.

(Filed July 12, 1922. Used since Apr. 12, 1922.)—Soap.

166,779—Lightfoot Schultz Company, Hoboken, N. J.

(Filed July 12, 1922. Used since June 29, 1922.)—Soap.

167,055.—The Schuykill Chemical Company, Philadelphia.

Pa. (Filed July 18, 1922, Used since Apr. 1, 1922.)—

Stain Removing Preparation for Toilet, Medicinal, and Domestic Uses

167,060.—Walter C. Tomezak, Detroit, Mich. (Filed July 3, 1922. Used since August, 1919.)—Complexion Cream 18, 1922. and Face Powder.

and Brooklyn, N. Y. (Filed July 19, 1922. Used since Mar 20, 1922.—Shampoo Preparation.

167,197.—Abraham Ratner, New York, N. Y. (Filed July 21, 1922. Used since Mar. 15, 1922.) - Dentifrice.

167,427.—The Sanitas Company, Inc., Jersey City, N. J. and Brooklyn, N. Y. (Filed July 26, 1922. Used since Mar 20, 1922.) Shampoo Preparation, 167,490—Seven Sutherland Sisters Corp., New York, N. Y. (Filed July 27, 1922. Used since 1900.)—Hair

Coloring.

167.503.-Harriet Hubbart Ayer, New York, N. Y. (Filed July 28, 1922. Used since 1911.)—Coloring for Eyebrows 167,549.—Josue Ben-Haroche, New York, N. Y. (Filed July 29, 1922.) Used since Mar. 6, 1922.)—Perfumes.

167,556. The Crown Chemical Company, Indianapolis, Ind. (Fried July 29, 1922. Used since June 24, 1922.)-Rouges and Face Powders.

167,573.—Leona Libbe, Inc., New York, N. Y. (Filed July 29, 1922.)—Cream Which Is (Filed Applied to the Face to Stimulate Circulation,

168 087. Antonio Yumet, doing business as The Juveni-lina Co., Ponce, Forto Rico. (Filed Aug. 10, 1922. Used since November, 1912.) Bay Rum.

168,088. Antonio Yumet, doing business as The Juveni-lina Co., Ponce Perto Rico. (Filed Aug. 10, 1922. used since May, 1508.) - Han Dye.

168,158.—The La Salle Company, St. Paul, Minn. (Filed Aug. 12, 1922. Used since May, 1922.)—Hair Tonic. 168,576.—Laurence P. Dickey, New York, N. Y., assignor to Richard Hudnut, New York, N. Y. (Filed Aug. 22, 1922. Used since Apr. 6, 1922.) Duplex Vanity Cases. 168,664.—Alderman, Fairchild Co., Rochester, N. Y. (Filed Aug. 25, 1922. Used since July 1, 1917.)—Paper and Pastelli and Roxes.

Pasteb. and Boxes.

168,872.—Carolina Remedies Company, Union, S. C.

(Filed Aug. 30, 1922. Used since Aug. 19, 1922.)—A Coconut-Oil Shampoo.

# TRADE-MARK REGISTRATIONS GRANTED (Act of March 19, 1920)

(These registrations are not subject to opposition.)

161,680 - Atlanta Barbers' Supply Company, Atlanta, Ga. (Filed Nov. 17, 1921. Serial No. 155,468. Used since Sept., 1915.)—Han Tonics and Dandruff Preventive.

161,683.—Anna M. Bergeron, Los Angeles, Calif. (Filed Mar. 29, 1922. Serial No. 161,406. Used since No. 15, 1912.)—Liquid Plowder, Pimple Outment. Astringent Lotion, Liquid Bleach, Rouge, Cleansing Meal, Astringent, Whitening and Bleaching Packs, and Cleansing Cream.

161,088—E. Burnham, Inc., Chicago, Ill. (Filed Mar. 10, 1922. Serial No. 160, 475. Used since 1908.)—Facial Cream. -Facial Cream. 161,689.—E. Burnham, Inc., Chicago, Ill. (Filed Mar. 10, 1922. Serial No. 160,479. Used since 1911.)—Tinting Nail

161,708.—The Lamson Brothers Co., Toledo, Ohio. (Filed May 29, 1922. Serial No. 104,647. Used since July 28, 1914.) -Talcum Powder.

161.7.16 - Otho Lee Stone, doing business as The Dental White Co., Evansten, Wyo. (Filed May 25, 1922, No. 164,520. Used since Dec. 15, 1918.) -Dentifrice.

162,151.—Cherany, Incorporated, New York, N. Y. (Filed Aug. 27 1921 Serial No. 152,237. Used since July 15, 1921 Serial Review Powder, Face Cream, Toilet

Water, Perfume, Sachet, and Talcum Powder, 162 152.—Cowalt and Sm th. Pittsburgh, Pa. (Filed June 2, 1922. Serial No. 164,801. Used since Mar. 17, 1920.)—

Hair Cream,

162 163 Horence N. Lewis, New York, N. Y. (Filed eb. 9, 1922 Serial No 159, 094. Used since Aug. 8, Feb. 9, 1922 1916 ) -- bach Powder,

162,460.—The Lamson Brothers Co., Toledo, Ohio. (Filed Jan. 20, 1922. Serial No. 158,190. Used since July 28, 1914.) -Toilet Soaps.

# PATENTS GRANTED

1.435,149.—Box and Method of Making Same. Harold Carle, Buffalo, N. Y., assignor to F. N. Burt Company, Toronto, Ontario, Canada, a Corporation of On-nada, Filed Jan. 8, 1921. Serial No. 435,828. 12 tario, Canada. Claims. (Cl. 93 -- 35.)

1. A method of the character described including providing a multiple-ply paper rule having dry sizing at one end between plies, binding said plies together at the sized coal by a thin glued paper strip, and thereafter softening said siving and crimping said bound sized end while the sizing is soft.

1,435,160 -- Vanity Case. Edward H. Hoegemann, San Francisco, Calif. Flor Jan. 11, 1921. Serial No. 436,581, 1 Claim. (Cl. 240-8.4.)

A vanity case comprising a box and cover therefor, a mirror arranged on said cover, a lamp in the box, a reflector for directing the light from the lamp upon the face of the user, a cell for energizing the lamp arranged in the box, a switch arm for controlling the lamp circuit, and a digitalry engagable flange connected to said switch arm and overlying the edge of the box in position to be engaged by said cover when it is closed.

1.435,498. Dentifrice Ernest D. Resnik, New Haven, Conn. Filed Jan. 16, 1920. Serial No. 351,930. 9 Claims. (Cl. 167-9.)

1. A tooth paste comprising, in combination, a substance forming the body of the tooth paste, and a chlorine-releasing substance completely intermingled with said body substance in fixed proportion to form a homogeneous mass, the proportion of chlorine-releasing substance employed determning the relative amount of chlorine released.

1,436,504.—Vanity Case. William G. Kendall, Newark, J. Filed Aug. 16, 1922. Serial No. 582,204. 3 Claims. (Cl, 132-82.)

A compact retainer for vanity cases comprising a resilient metallic band adapted for engagement with the side wails of a vainty case, and resilient tongues formed in said hand and adapted to engage a compact to retain the same within the vanity case,

1,436,732.—Bottle-Filling Machine. Horance M. Smith, Chicago, Ill., assignor to Liquid Carbonic Company, Chicago, Ill., a Corporation of Illinois. Filed July 19, 1918. Serial No. 245,605. 11 Claims, (Cl. 226—98.)

In a machine for filling charged liquids into bottles, a filling tank, a carbonator, a connection between the car-honator and tank for supplying the latter with charged liquid, a pressure reducer in said connection, means for continuously supplying the tank with counterpressure gas, and means controlling the pressure reducer from the pressure of said gas,

1,437,934.—Collapsible Tube. George W. Fullerton, Cincinnati, Ohio. Filed June 13, 1919. Serial No. 303,912. 2 Claims. (Cl. 221—60.)

1. The combination of a collapsible tube having a cylindrical neck of substantially soft metal, a cap, a flange depend ng from the edge of the cap to engage over the outside of said neck, and a depending post at the center of the cap, said post being cylindrical throughout its length, except at a small space at the upper end thereof and of a width to anughy lit said cylindrical neck, said upper end being substantially sharply bevelled to a size larger than the mouth of the neck, and said post having a flat or con-

1,438,199.—Method of Preparing Soap for Use. August Voges, Chicago, III. Filed May 5, 1919. Serial No. 294,643. 2 Claims. (Cl. 87—16.)

caved end, for the purpose described.

1. The method of preparing soap for use by first converting the scap into a lather for subsequent use that charging small quantities of the liquid soap into an enthe and copous lather having considerable inherent stalulity.

1.438,850.—Powder Puff. Annetta T. Moeller, Indianapolis, Ind. Filed June 19, 1920. Serial No. 390,142. 4 Claims, (Cl. 132-785.)

I. A powder puff consisting of two substantially duplicute circular outer parts of smooth material and two similar circular inner parts of soft fluffy material, the edges of which are stitched together for somewhat more than half of the circumference thereof, the remainder of the circumterence being left open to provide for turning the puff inside out, the portion normally inside being formed for use as a powder puff and the portion on the outside forming a protecting means to prevent escape of the powder, substantially .s ort firtit.

.436,928.—Soap. Arthur O. Zink, Rahway, N. J. Filed July 9, 1919. Serial No. 309,683. 6 Claims. (Cl. 87-5.)

(Continued on page 468)



#### ARGENTINA

EXPORT DUTIES CHANGES.—December changes in Argentine export duties include raising the rate on tallow from 2.40 to 2.55 gold pesos (a peso equals about 82 cents) per metric ton.

# AUSTRALASIA

ALCOHOL FOR FOOD MANUFACTURERS.—In response to a question asked by Mr. Bowden, of New South Wales, the Minister for Trade and Customs in the House of Representatives said the matter of supplying alcohol for the manufacture of food extracts at the same duty as that for the manufacture of perfumes, and other things, had had much consideration, and he would again confer with the Government Analyst to see if something could be done to cheapen the alcohol.

# COLOMBIA

Proposal for Increase of All Import Duties.—The Colombian Ministries of Hacienda and Treasury have introduced into the Congress a proposal for a 10 per cent increase in the tariff on imports. Present administrative features of the existing tariff would not be altered.

# COSTA RICA

COSMETIC DUTIES REDUCED.—Consul Henry S. Waterman, at San Jose, reports the repeal of Law No. 20 which increased the import duties on various articles. The duties now are the same as those formerly collected. Among the articles which paid a double duty were atomizers for perfumery. Among the articles which paid a triple duty were toilet articles, perfumes, oils, creams, extracts, face powder, essences, alkaloids, and extracts for the manufacture of liquors.

# CZECHOSLOVAKIA-LATVIA

COMMERCIAL TREATY.—A treaty of commerce was signed at Prague on October 8 between the Republics of Czechoslovakia and Latvia. The new treaty is based upon the most-favored-nation clause and contains provisions for mutual protection of a judicial nature and for the application of customs regulations. Concluded with validity for one year, the treaty may be terminated by giving six months' notice to that effect.

# GERMANY

Scientific Gift By a Japanese.—It is stated in Berlin that Mr. H. Hoshi, president of the Hoshi Pharmaceutical Co., Ltd., Kyobashi, Tokio, has announced his intention of subscribing 72,000 yen to German institutes of scientific chemistry, and of presenting a further sum of 40,000,000 marks to a general purposes fund for German scientists.

(Continued on page 468)

# THE MARKET

Essential Oils, Aromatic Chemicals, Etc.

The enormous retail distribution in evidence throughout the country as the result of the appearance of holiday buying has perceptibly stimulated buying in primary market channels. Raw material shortages are reflected by substantial advances in numerous directions. The betterment in foreign exchanges, particularly the jump in sterling to the best point since March, 1919, has materially augmented first costs in not a few products. Buyers who had held back on a number of items have been taking on supplies notwithstanding the nearness of the inventory period.

A belated reflection of the placing of some of the oils on the free list was furnished by the action of ylang-ylang. Bourbon grades of which were materially lower. Manila ylang was also cut sharply. The paring down of prices represented not only the decrease in duties, but the lessened value of the franc was also a contributing factor. The question of quality enters into the Bourbon grades more than ever, because it is possible under present conditions to sell either rectified grades at as low as \$3 or substitute cananga, which is available at from \$2.50 to \$3.75.

In keeping with strengthening conditions reported from primary market points, firmer prices have developed in a number of the leading floral products. Geranium oil is apparently under close control in the primary markets, private cables denoting no indication of a decline for the near future. According to these advices offerings are held at 185 to 190 franes with considerable doubt as to whether lots of 10,000 pounds or more could be purchased under 200 franes. The Algerian oil has been particularly firm, while Bourbon grades have been firmly maintained. Genuine otto of rose has met better demand, as primary markets are expected to show added strength.

Firmness in oil of cassia is viewed with particular interest. Rectified grades have been advanced, as shipping difficulties have made for temporary scarcities. There is undoubtedly plenty of oil available in the interior of China, but it has not been reaching shipping ports, owing to banditry. An advance, roughly amounting to 5 cents a pound, has taken place in both Java and Ceylon citronella, as excessively rainy weather in the first-mentioned place and extraordinarily dry weather in the latter island resulted in a marked decrease in raw material output, so that factors are now quite bullish on the situation generally. An advance approximating 40 per cent in oil of caraway was caused by higher raw material costs, which materially enhanced shipment prices.

Higher shipment prices for the Messina essential oils, lemon for replacement being quoted at 58 cents a pound in bond, while orange was held at \$1.80 a pound in bond has brought an uplift in both oils. Strength in the Sicilian oils, notwithstanding that the season of active consumption is a long ways off, is taken as an indication that demand from the flavoring extract and soft drink trade may prove more or less continuous throughout the winter months, due to prohibition.

Under the impulse of a larger domestic demand which reached the primary markets, oil of peppermint has advanced. Eastern distributors were forced to replenish only (Continued on page 468)

# PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS	Orange, bitter 2.00-	Diphenyloxide	.85-
	Orange, sweet, West Indies 2.40- 2.55	Market A. B. and A.	.50-
Almond, Bitter, per lb \$4.50- \$5.00	Orange, sweet, Italian 2.50- 2.85	-	.85-
Almond, S. P. A 5.00- 5.25		_	
Almond, F. F. C. "art" 1.60- 2.00	Orange, Calif 3.10- 3.25		.00- 3.25
Almond, Sweet True 45-	Origanum, imitation		.25- 3.75
Almond, Apricot Kernel	Orris Root, concrete, for-		75-
Amber, crude	eign (oz.) 5.50-		.00- 2.25- 2.50
Amber, rectified 1.25-	Orris Root, concrete, do-		.00-
Amyris, balsamifera 4.00-	mestic(oz.) 4.00-	Iso-Butyl-Salicylate	nominal
Anise, "lead free U. S. P." .60-	Orris Root, absolute. (oz.) 57.00-		.50-
Aspic (spike) Spanish 75-	Parsley 7.00- Patchouly 8.50-	Linalyl Acetate 8.	.75-
French 1.15- 1.25	Pennyroyal, American 2.40-	Linalyl Benzoate	nominal
Bay, Porto Rico 2.65. 2.75 West Indies 2.75-	Pennyroyal, French 2.00-		.25-
Bergamot, 35-36 per cent. 3.15- 3.25	Peppermint 2.75- 3.00	31 1 1 1 1 1 1	.50- .00-
Birch sweet N. C 2.25- 2.50	Peppermint, redistilled 3.10- 3.25	Methyl Heptine Carbon 40.	
Penn, and Conn 3.20- 3.25	Petit Grain, So. American 1.75-	Dethyl Paracresol 12.	.50- 15.00
Birchtar, crude	Petit Grain, French 8.00- 9.00	Methyl Salicylate	.5270
Birchtar, rectified 1.50-	Pine Needles, from Pinus	Musk Ambrette 15.0	.00-
Bois de Rose, Femelle 2.50-	Sylvėstris 2.00-	Music Ketone 14.	
Cade, U. S. P. "IX"5560 Cajeput, Native U. S. P80- 1.00	Rose, Bulgaria(oz.) 6.00- 5.30	5.4	.60-
Calamus 6.00-	Rosemary, French(lb.) .55-	Nonylic Alcohol	nominal
Camphor, Jap, "white"19-	Rosemary, Spanish	732	9.50- 8.00- 9.25
Cananga, Java 2.50-	Rue 4.50-		3.00-
Cananga, Java, rectified 3.75- 3.85	Sage 3.75- 4.00	Rhodinol, Domestic 18.	
Caraway Seed, rectified 6.00- 6.50	Sandalwood, East India. 7.25- Sassafras, artificial	Rhodinol, foreign 18.6	
Cardamom, Ceylon 18.00-	Sassafras, artificial		.5560
Carvol 7.75- Cassia, rectified, U. S. P., 2.00- 2.25	Savin, French 3.75-	Skatol, C. P (oz.) 57.	
Cassia, rectified, U. S. P 2.00-2.25 Cedar Leaf	Snake Root 16.00-	Terpineol, C. P., domestic. 47	
Cedar Wood	Spearmint 2.60- 2.75	Terpineol, C. P., imported. Terpinyl Acetate 1.	nominal 50-
Celery 10.00-	Spruce 1.25-		.25-
Cinnamon, Ceylon 15.50- 16.00	Tansy 8.50-		3.00- 17.00
Citronella, Ceylon	Thyme, French, red 1.00- 1.50 Thyme, French, white 1.05- 1.25		.4347
Citronella, Java	Thyme, French, white 1.05- 1.25 Thyme, Spanish, red 1.00-		
Cloves, Bourbon	Vetivert, Bourbon 5.00-	BEANS	
Copaiba	East India 30.50-		.95- 1.00
Coriander 22.00- 22.50	Wintergreen, Southern 4.50- 4.75	Tonka Beans, Angostura— 2.	
Croton 1.15-	Pennsylvania 5.25-	Vanilla Beans, Mexican 12. Vanilla Beans, cut 7.	7.00- 7.50
Cubebs 6.00- 6.25	Wormseed 4.00-	Vanilla Beans, Bourbon	7.30
Cumin	Wormwood		3.25- 3.50
Dillseed 5.00-	Ylang-Ylang, Bourbon 7.00- 9.00	Vanilla Beans, Bourbon	
Erigeron 1.15-		cut 3.	3.50
Eucalyptus,			0.00
Aug 80 to 85%	DERIVATIVES AND CHEMICALS	Vanilla Beans, Tahiti yel-	
14434	Acetophenone 4.75-	low label 1.	.80- 2.00
	Acetophenone		.80- 2.00
Fennel, Sweet	Acetophenone	low label 1.	.80- 2.00
Fennel, Sweet	Acetophenone 4.75- Amyl Salicylate, dom. 1.50- Amyl Salicylate, foreign 1.50- Anethol 1.60-	White label	.80- 2.00
Fennel, Sweet	Acetophenone 4.75- Amyl Salicylate, dom. 1.50- Amyl Salicylate, foreign 1.50- Anethol 1.60- Anisic Aldehyde, foreign 4.25-	low label	.80- 2.00
Fennel, Sweet	Acetophenone	low label	.80- 2.00 2.25- 2.50
Fennel, Sweet	Acetophenone	low label	1.80- 2.00 2.25- 2.50 1.77- 4.90 1.00- 18.00 3.00-
Fennel, Sweet	Acetophenone	low label	2.80 - 2.00 2.25 - 2.50 3.77 - 4.90 0.00 - 18.00 3.0005
Fennel, Sweet	Acetophenone	low label	2.80- 2.00 2.25- 2.50 2.77- 4.90 2.00- 18.00 3.00- 3.0305 2.75-
Fennel, Sweet	Acetophenone	low label	2.80- 2.00 2.25- 2.50 2.77- 4.90 2.00- 18.00 3.00- 0.0305 2.75- -2127
Fennel, Sweet	Acetophenone	low label. 1. White label. 2.  SUNDRIES Alcohol cologne spirits gallon. 4. *Ambergris, black. (oz.) 10. Ambergris, gray. 28. Chalk, precipitated. (oz.) 2. Lanolin hydrous. 2. Lanolin anhydrous.	2.80- 2.00 2.25- 2.50 2.77- 4.90 0.00- 18.00 3.00- 0.0305 2.75- 2127 .2531
Fennel, Sweet	Acetophenone	low label. 1. White label. 2.  SUNDRIES Alcohol cologne spirits gallon 4. *Ambergris, black. (oz.) 10. Ambergris, gray 28. Chalk, precipitated. (oz.) 2. Lanolin hydrous. Lanolin anhydrous.	2.80- 2.00 2.25- 2.50 2.77- 4.90 2.00- 18.00 3.00- 0.0305 2.75- -2127
Fennel, Sweet	Acetophenone	low label. 1. White label. 2.  SUNDRIES Alcohol cologne spirits gallon 4. *Ambergris, black. (oz.) 10. Ambergris, gray 28. Chalk, precipitated. (oz.) 2. Lanolin hydrous. 10. Lanolin anhydrous. 10.	2.80- 2.00 2.25- 2.50 1.77- 4.90 1.00- 18.00 1.00- 18.00 1.00- 1.05 1.75- 21- 27 1.25- 31 1.50- 11.00
Fennel, Sweet	Acetophenone	low label	1.80- 2.00 2.25- 2.50 1.77- 4.90 1.00- 18.00 1.00- 03- 05 1.75- 21- 27 1.25- 31 1.50- 11.00 1.00- 11.00
Fennel, Sweet.       1.40-       1.75         Geranium, Rose Algerian.       8.00-       9.00         Geranium, Bourbon       7.00-       7.50         Geranium, Turkish (palma rosa)       5.00-         Ginger       5.25-       5.00-         Gingergrass       3.00-       4.85-         Ilemlock       1.25-       1.10-       1.25-         Juniper Berries, rectified       1.10-       1.25-         Lavender, English       3.40       3.25-         Lemon       85-       1.10         Lemon "Calif"       .75-       .80         Limes, distilled       .50-         Limes, expressed       1.75-       2.00	Acetophenone	low label	1.80- 2.00 2.25- 2.50 1.77- 4.90 1.00- 18.00 1.00- 03- 05 1.75- 21- 27 1.25- 31 1.50- 11.00 1.00- 11.00
Fennel, Sweet.       1.40-       1.75         Geranium, Rose Algerian.       8.00-       9.00         Geranium, Bourbon       7.00-       7.50         Geranium, Turkish (palma rosa)       5.00-         Ginger       5.25-       5.00-         Gingergrass       3.00-       4.85-         Hemlock       1.25-       1.10-       1.25-         Juniper Berries, rectified       1.10-       1.25-         Lavender, English       3.40       3.25-         Lemon       85-       1.10-         Lemon "Calif"       75-       .80         Limes, distilled       50-         Limes, expressed       1.75-       2.00         Linaloe       2.50-	Acetophenone	low label	1.77- 4.90 1.77- 4.90 1.00- 18.00 1.00- 18.00 1.00- 11.00 1.00- 11.00 1.00- 10.0
Fennel, Sweet	Acetophenone	low label	1.80- 2.00 2.25- 2.50 1.77- 4.90 1.00- 18.00 1.00- 03- 05 1.75- 21- 27 1.25- 31 1.50- 11.00 1.00- 11.00
Fennel, Sweet	Acetophenone	low label	2.80- 2.00 2.25- 2.50 2.77- 4.90 0.00- 18.00 0.00- 0.03- 0.05 2.75- 21- 27 2.25- 31 0.50- 11.00 nominal nominal 10.00- 0.00-
Fennel, Sweet	Acetophenone	low label. 1. White label. 2.  SUNDRIES  Alcohol cologne spirits gallon 4. *Ambergris, black. (oz.) 10. Ambergris, gray 28. Chalk, precipitated. (oz.) 2. Lanolin hydrous. (oz.) Lanolin anhydrous. (oz.) Musk, Cab., pods. (oz.) Musk, Cab., grains. (oz.) Musk, Tonquin, grain (oz.) 40. Musk, Tonquin, pods (oz.) 27. Orris Root, Florentine, whole Orris Root, powdered granulated Rice Starch	1.80- 2.00 2.25- 2.50 1.77- 4.90 1.00- 18.00 1.00- 03- 05 1.75- 21- 27 2.25- 31 1.50- 11.00 1.00- 00- 00- 00- 00- 00- 00- 00- 00- 00-
Fennel, Sweet.       1.40-       1.75         Geranium, Rose Algerian.       8.00-       9.00         Geranium, Bourbon.       7.00-       7.50         Geranium, Turkish (palma rosa)       5.00-       5.25-         Ginger       5.25-       3.00-         Guiac (Wood)       4.85-       1.25-         Juniper Berries, rectified.       1.10-       1.25-         Juniper Berries, rectified.       1.10-       1.25-         Lavender, English       3.25-       3.40         Lemon       85-       1.10         Lemon "Calif"       .75-       .80         Limes, distilled       .50-       .50-         Linaloe       2.50-       .90         Mace, distilled       .90-       .90-         Mustard, genuine       18.00-       .80-         Mustard, artificial       2.85-       3.00-	Acetophenone	low label	2.80- 2.00 2.25- 2.50 2.77- 4.90 0.00- 18.00 3.00- 0.3- 0.5 2.75- 2.5- 31 0.50- 11.00 nominal nominal 0.00- 7.00- 0.8- 0.9 1.2- 1.6- 5.00- 60.00
Fennel, Sweet.       1.40-       1.75         Geranium, Rose Algerian.       8.00-       9.00         Geranium, Bourbon.       7.00-       7.50         Geranium, Turkish (palma rosa)       5.00-         Ginger       5.25-       5.00-         Gingergrass       3.00-       4.85-         Hemlock       1.25-       1.10-       1.25-         Juniper Berries, rectified       1.10-       1.25-         Lavender, English       85-       1.10-         Lemon       85-       1.10-         Lemon       85-       1.10-         Lemon       7.75-       80-         Limes, distilled       50-         Linaloe       2.50-         Mace, distilled       90-         Mirbane       15-         Mustard, genuine       18.00-         Mustard, artificial       2.85-         3.00	Acetophenone	low label	2.80 - 2.00 2.25 - 2.50 2.77 - 4.90 0.00 - 18.00 0.3005 2.752127 .2531 0.50 - 11.00 nominal nominal 0.00 0.0809 .1216 0.00 - 60.00 0.00 - 50.00
Fennel, Sweet	Acetophenone	low label	2.80 - 2.00 2.25 - 2.50 2.77 - 4.90 0.00 - 18.00 0.3005 2.752127 .2531 0.50 - 11.00 nominal nominal 0.00 0.0809 .1216 0.00 - 60.00 0.00 - 50.00
Fennel, Sweet	Acetophenone	low label	2.80- 2.00 2.25- 2.50 2.77- 4.90 0.00- 18.00 3.00- 0.305 2.752127 .2531 0.50- 11.00 nominal nominal 0.00- 7.00 0.809 1.2- 1.6- 5.00- 60.00 5.00- 50.00

# THE MARKET

(Continued from page 466)

to find the oil more firmly held than ever in the country. Moderate pressure to sell new crop oil of spearmint in the country has weakened that product to some extent. High-er prices have developed for wormwood despite the fact that new crop has been offered rather freely. Wormseed has gone up as surplus stocks, both here and in the country, have been reduced. The first arrival of birch tar oil in the last seven years has reached the market from Russia. Sellers cut previous prices in two with the replenishment of stocks and quoted crude at \$1, with rectified at \$1.50.

# Synthetic Aromatic Products

Much of the misapprehension and uncertainty entertained in aromatic chemical importing circles as a result of arbitrary rulings of customs authorities, have been dispelled during the last month and the general market has taken on a semblance of greater stability. Consumers are paying a little more each time they enter the market. Active absorption of lots rushed in prior to enactment of the new tariff has been a feature of the market. It seems to be the opinion in well-informed circles that prices will go higher, although abnormal conditions are not likely to happen in view of the more comprehensive manufacturing facilities now prevailing in world markets.

While there is still some uncertainty in connection with methods of appraising invoices under the new tariff, im-porters have voiced a certain amount of satisfaction over the increased marketability of a number of products, which, in spite of the relatively high prices prevailing, are meeting with a good demand from manufacturers of the more expensive perfume products.

A resumé of price developments of the month indicates that advances have occurred in the following: Cinnamic aldehyde; foreign coumarin; phenylethylic alcohol, C. P. terpineol, diphenyl-oxide, xylene musks and safrol. The following products are available at somewhat lower prices: Anisic aldehyde, benzaldehyde, cinnamic alcohol, foreign citronellol, foreign geraniol, domestic heliotropin, methyl anthranilate, eugenol and artificial violet. There was a fairly wide divergence of prices in those instances where quality was the determining factor.

# Natural Perfumery Products

As the result of active buying of menthol in the primary markets by German, English and American consumers that product is again within striking distance of pre-war levels. Sales have gone through as high as \$11 a pound. It develops that two of the principal consumers postponed their entry into the market-until the heavy consuming season was well under way only to find the market had gotten beyond their reach. If the wave of buying continues throughout the active season, no alleviation of the shortage is expected much before Spring. Firmer tendencies are the rule in musks, Tonquin in grain being held at \$40 inside, while in pods the price stands at \$27 an ounce. Civet is also slightly higher at \$2.75 an ounce.

# Vanilla Beans

Despite the sharp appreciation of vanilla bean prices as the result of scarcity, there is apparently no let-up in the volume of buying on the part of the extract trade. Turnovers during the final trading period of the year were exceptionally heavy at prices ranging from \$3 to \$3.50 a pound for Bourbon vanilla, and from \$7 to \$7.50 a pound for cut Mexican beans. Mexican whole beans were nominally quoted at from \$11 to \$15 a pound, but some of the largest dealers were entirely without supplies. The new crop of Mexican vanilla is still several months away and will come here on an empty market. Meanwhile, cable advices from Madagascar confirm a shortage estimated roughly at 33½ per cent. The entire crop at Madagascar is reported to have been cured and on its way. Most arrivals at Marseilles, however, are sold ahead. It is currently reported that there are four bidders for every lot of Bourham vanilla, which finds its way onto the Marseilles. Bourbon vanilla, which finds its way onto the Marseilles market. Hence importers here are freely predicting a \$4 market.

# FOREIGN CORRESPONDENCE

(Continued from page 466)

(A yen is about 48 cents and the subscription of 72,000 yen would be approximately \$35,000. It is not stated whether the subsequent gift is in gold or paper marks, the difference between which is enormous and fluctuating )

#### SWITZERLAND

IMPORT PROHIBITION ON INDUSTRIAL ALCOHOL-A Swiss decree of October 31, 1922, prohibits the importation of industrial alcohol except by the Government monopoly.

# PATENTS GRANTED

(Continued from page 465)

A toilet article, comprising a homogeneous pellet of soap in a pasty or plastic condition, enclosed in a relatively thin protective and disintegrable coating capable of preventing drying of the soap,

1,436,929.—Soap. Arthur O. Zink, Rahway, N. J. Filed July 9, 1919. Serial No. 309,684, 11 Claims. (Cl. 87—5.) 1. A toilet soap comprising a thin sheet of pliable,

strongly tenacious, homogeneous, saponaceous composition.

1,437,210.—Powder Box. Harvey T. White and Percy H. White, Brooklyn, N. Y. Filed Aug. 10, 1921. Serial No. 491,231. 4 Claims. (Cl. 132—82.)

1. A powder box, comprising a powder container open at one end, a foraminated pad forming a closure for said open end, and a removable cover conforming to the contour of said container and shaped to enclose the normally exposed portion of said pad.

1,437,249.—Collapsible Tube, Walther Kalb, Leipzig, German, Filed May 31, 1922. Serial No. 564,914. 3 Claims. (Cl. 221-60.)

1. A tube comprising a body formed with a head, said head provided with a tapered discharge opening and with internal radial ribs adjacent said opening, said opening and ribs forming a seat, an outwardly opening stopper shaped to seat within said tapered discharge opening, and a spring located within the tube and engaging the stopper whereby the latter is normally held in closed position.

1,437,339.--Cooling Apparatus for Use in Soap Manufacture. Charles William Couche, Liverpool, and James Ken-yon, Flixton, near Manchester, England. Filed June 14, 1921. Serial No. 477,540. 3 Claims. (Cl. 18–26.)

Wooden frames for cooling apparatus for soap of grid-like open form at the opposite sides and having vertical division pieces arranged to divide the enclosed space into a number of parallel passages, each having a separate water supply and outlet connection; a passage for the flow of the liquid soap to the cooling space between adjacent frames and cover plates attached to the opposite sides of the frames, as set forth.

1.437,344.—Process of Preparing Coumarin. Chauncey C. Loomis, New York, N. Y., assignor to Semet-Solvay Company, Solvay, N. Y., a Corporation of New York, Filed June 23, 1921. Serial No. 479,810. 2 Claims. (Cl. 260—54.)

1. The improvement in the process of preparing commarin which consists in mixing the reaction muxture obtained by heating together salicylic alhedyde, sodium acetate and acetic anhydride with milk of lime and heating the mixture, filtering the mixture and treating the filtrate with acid and finally separating out the commarin.

1,437,473.—Powder Puff. Max Menkin, New York, N. Y. Filed December 27, 1920. Serial No. 433,194. 7 Claims. (Cl. 132-785)

A powder puff comprising a pad section, and a stock section, said stock section consisting of an annulus, a piece of fabric stretched thereover, a second piece of fabric stretched under the first mentioned strip of fabric, a clamping ring fitted within the annulus and having portions struck therefrom, a ribbon engaged with the struck portions of the clamping ring, said struck portions of the clamping ring adapted to engage with parts of the pad when the sections are assembled.



#### SOAP IMPORTS AND EXPORTS ANALYZED

Statistics of the Government on both imports and exports of soap are available for the first nine months of 1922, as well as for September. They reveal interesting facts in relation to the industry's foreign trade.

Imports for the nine months were valued at \$721,697, an increase of \$240,996 over the 1921 figures for the same period. About half was Castile soap. For September the imports were only \$64.345, but this was a gain of \$30,318 over the month in 1921. Why should so much Castile soap be imported into this country?

Exports of soap for the nine months totaled \$6,484,412, a decrease of a third of a million dollars from the same period in 1921. September exports were \$769,731, a decrease of \$26,235 from a year ago. It is a most remarkable situation and one which is not easily explainable except upon vague theories. Most American soap makers are constantly improving and pushing their products. The law of supply and demand does not seem to apply except remotely and there have been no reports of intense outside competition.

September soap exports went from the United States to nearly eighty governmental divisions and nations. The total previously given was divided as follows:

	Pounds	Valuation
Toilet or fancy soap	795,238	\$285,372
Laundry soap	5,253,398	364,167
Other soans	1.071.199	120.192

There is no questioning the fact that American soap manufacturers are making good products and endeavoring to enlarge their trade and the figures show up well, but there is the recent slump to be explained. It is not necessary to go into details of the exports, which would fill a whole page and mean very little except to a few of our readers, who always can see the full Government report on application to us. Mexico, Cuba and Haiti were our best September customers, except the Canadian provinces. Philippine Islands figure near the front, while Scotland and England show up well. British India took \$10,624 in toilet soaps.

# SOAP AND POTASH IN GERMANY

Consul Dumont, at Frankfort on the Main, reports that the German soap industry is fully occupied, and owing to the increased supply of soda has been able to augment its output. There are, however, in this connection, new increases in wages to be reported, which have advanced soap prices materially.

German potash prices effective December 1 were approximately 145 per cent higher than those of November 1, according to cable advices received by the Department of Commerce. Unofficial Hamburg domestic chemical prices on December 1 were as follows: Caustic potash, 480 marks; caustic soda, 540 marks; zinc oxide, 1,425 marks.

# REVISING TALLOW STANDARDS

Agitation for a revision of standards for tallow which will eliminate existing meaningless designations is gradually taking shape. The lack of uniformity in the various grades of tallow has long proved a serious handicap to soap manufacturers, the principal consuming interests, who for years past have been forced to rely almost wholly on the ability of purchasing agents to procure for them desired qualities.

Practically every renderer in the country utilizes one of several well known processes for producing tallow, but it is almost safe to say that the products of no two of them are alike. Two grades may produce an almost identical chemical analysis and be of almost absolutely the same color. The same two grades may answer anywhere from one to seven manufacturing requirements, but when it comes to performing the work of the eighth manufacturer it will be found that grade No. 8 while corresponding in every particular with grade No. 1, will not do the work of the former. This is due not only to the rendering process employed, but to the quality and condition of raw stock.

The principal grievance of the soap manufacturer is in the apparent lack of uniformity of the various grades of tallow. During hot weather the very nature of the animal from which the product is derived tends to deterioration of the quality of the tallow. Moreover, every renderer having a different quality of tallow, the problem of the consumer is heightened notwithstanding his use of the "M.I.U." or color test as well as the test for titre or hardness and that for fatty acid contents. The soap manufacturer, however, enjoys a certain advantage in his ability to purchase from the smaller producers who are not in a position to grade their tallow. He can fix a price which is more to his advantage than that of the renderer.

It is a well known fact that during the last five years the existing standards for tallows have been subjected to a steady deterioration. Each renderer has his own brand and in the course of another few years tallow will be purely a trade-marked product unless renderers, soap makers and brokers can come to some agreement in the matter of adopting standards which will answer certain requirements. At present "City Extra" which runs about 4 to 6 per cent acid and is of a fair white color is regarded as the most desirable grade for toilet soap making here. "Prime Packers" is the Chicago grade which corresponds to this and is used throughout the West. Grade Number 2 or "Prime City" is at present being largely used for the manufacture of laundry soaps. "Special City" is the grade of facture of laundry soaps. tallow upon which the market prices of all grades of tallow There seems, however, to be no conception of are based. what "Special City Tallow" is, for it has recently become a vague name rather than a specified quality.

The practicality of attempting to achieve any standardization beyond the one existing, which renderers show little willingness to change, is being investigated by The American Perfumer & Essential Oil Review. Results are apparently negative so far as melters are concerned, as no manufacturer shows any special desire to have his product

graded below that of another producer. This can be readily understood when it is recalled that tallow is composed of the glycerol esters of stearic acid and oleic as well as some plamatic acids along with more or less of the free acids themselves. The product is melted or rendered either by fire heat in open vessels or by steam under pressure in digestors which produces a white yellow stiff grease which is almost odorless when fresh, but acquires a disagreeable smell when exposed to the air. The product is used as a lubricant as well as in the preparation of soap and it is largely converted into fatty acids from which stearine candles are made. Often the product is adulterated with fatty acids from cotton seed and wool grease and with mineral substances such as clay and whiting. Then, too, the tallow is frequently sent back to blenders due to adulteration.

The Committee on Animal Fats and Oils, of the New York Produce Exchange, of which Mr. Loveland, of the B. T. Babbitt Co. is a member, is sounding out the sentiment of the trade on the question of a revision of standards for tallow. According to Mr. Loveland existing standards for tallow do not bind producers to anything in particular, because as soon as a certain standard is adopted melters try to produce the product as cheaply as possible. This condition, it is urged, should be rectified by the adoption of certain standards which would hold producers responsible for the production of certain grades and qualities. At present purchasers of tallow are agreed that some revision of standards should be adopted. They are met, however, with indifference on the part of the producers, who are quite content with permitting matters to slide along as at present.

Approached on the subject of tallow standardization, a representative of Joseph Stern & Co., slaughterers and representative of Joseph Stern & Co., staughterers and renderers, voiced the opinion that his concern was entirely satisfied with existing standards. "Soap makers know pretty well just which of our grades of tallow they prefer best," he said, "Moreover our products all come inside a color test, which while it varies, furnishes ample protection to the buyer that he will secure the desired qualities best adapted for his own productions.

According to a representative of W. D. Vandenhove & Co., the oldest tallow house in New York City, the outlook for any re-standardization of tallow for the immediate future is rather dubious. The product admittedly is not uniform and there is considerable deterioration of quality during the warm weather, but even so it was said soap makers will have to be content with buying on reputation. He said: "We find that the presence of bees wax is growing more frequent. Just what its origin is is unknown, but where traces of it occur in the tallow it can only be utilized for axle grease or other heavy lubricating pur-

Tobias T. Pergament, pointing to the fact that the quality of tallow is entirely dependent on the nature of the live-stock itself, the quality fluctuating in direct proportion to the feeding and the environment of the animal, says that while the question of standardizing tallow has often been agitated it is practically impossible of achievement. Only long years of experience in buying can be relied upon by a consumer in selecting the best brands adaptable for his particular product. "Why should producers be interested in changing the present order of things?" he said, "It would be virtually impossible to convince one producer that he should grade his product on a parity with that of another, especially if he knew that his product was in any

way inferior to that of some other manufacturer."

The above view was concurred in by Welch, Holme & Clarke, one of the leading distributors. A representative of this cencern holds the opinion that the very nature of the live-stock operates against the adoption of any additional standardization at this time. "All soap makers have their own methods of purchasing tallow," he said, "but producers show little disposition to change their methods of manufacture on account of variance in fatty acids contents and the fact that titre does not run so high in the cold weather."

Producers are averse to making any change in the present standards according to Frey & Horgan, specialists in tal-

lows and greases, because it is difficult under hot weather conditions to make a tallow run smooth and even. Tallow is not a chemical product, it was said, but is dependent for its quality on the methods of feeding the live-stock from which it is produced. Tallow runs high in fatty acids during the hot weather when a certain amount of bleaching materials is utilized to improve its appearance. It is difficult under any conditions to produce a uniform grade of strictly white tallow. Even edible stock is frequently yellow in color. Existing standards have been subjected to a steady deterioration in the last few years. The olefactory nerve is still one of the surest methods of determining fatty acid content. When tallow is rancid and putrid in odor it is high in free fatty acid contents.

A representative of Colgate & Co., one of the largest tallow purchasing houses in the country, pointed out that after failure to accomplish anything in the direction of tallow standardization in Chicago, producers have adopted a rather indifferent attitude with reference to the proposar. They are not strictly opposed to the idea, notwithstanding that every renderer turns out a different grade of tallow. Producers are now making an effort to sell tallow according to brand, and regardless of color, acid test, or titre.

It is doubtful if anything can be done in the matter, is the view of a representative of the Manhattan Soap Co. who said: "The qualities are changing around rapidly and practically every producer now has his own brand. Five years from now tallow will be essentially a trade-marked product."

# U. S. SOAP PATENTS GRANTED

Frank K. Newell. Philadelphia, has received patent 1,436,721, for a soap-chipping device, which is provided with a plurality of delivery openings and a cutter for each opening. The body of each cutter is corrugated.

Julius A. Schwantes, Milwaukee, has invented and assigned to the Palmolive Co., a new container for soap sticks. Its patent number is 1,436.827.

Arthur O Zink, of Rahway, N. J., has obtained patents 36,928 and 1,436,929 for soaps. The former is described 1,436,928 and 1,436,929 for soaps. as a toilet article comprising a homogeneous pellet of soap in a pasty or plastic condition, enclosed in a relatively thin protective and disintegrable coating capable of preventing the drying of the soap. The second patent covers a thin sheet of the protective material.

Marcel Bailly, of Paris, France, has received patent 1,437,217 for a soap tablet holder or container.

Charles William Couche, Liverpool, and James Kenyon, of Flixton, near Manchester, England, have received the grant of patent 1.437,339 for a cooling apparatus for use in the manufacture of soan. Parallel passages are provided in an enclosed space, each having a separate water supply and outlet, acting upon divisions of frames, etc., into which the liquid soap is permitted to flow.

# Essential to Operating Soap Business

(Mr. G. H. Springer, Soaps, Perfumes, Glycerine, Syracuse, N. Y.)

I am now representing Jas. S. Kirk & Co. in this state on both toilet and laundry soaps, having relinquished the State of Ohio as you recall in May, and find that I cannot operate a soap business intelligently in any territory whatsoever without having current issues of The American soever without having current issues of The American Perfumer, and this, after a connection of thirteen years with Jas. S. Kirk & Co. in the toilet soap game.

# Pears, Ltd., Cuts Price of a Product

London advices say that A. & F. Pears, Ltd., have made a reduction in the wholesale price of Pears' Unscented Transparent Soap. Pears' soap shows a profit which, as well as being satisfactory, is bigger than ever before in the history of the firm.

# Other News for Soap Section Readers

Readers of this section should see our Washington Correspondence for news of the Raw Material Bureau's work, the Federal Chemist's report on vegetable oil and rosin re-search, and Obituary Notes for the death of soap makers.

# STANDARD METHODS FOR THE SAMPLING AND ANALYSIS OF COMMERCIAL SOAPS AND SOAP PRODUCTS.1

Approved by the Supervisory Committee on Standard Methods of Analysis, American Chemical Society, July 29, 1922, and Published by Courtesy of the American Chemical Society, December, 1922

The committee on Methods of Analysis and Specifications of Commercial Soaps and Soap Products of the Division of Industrial Chemists and Chemical Engineers of the American Chemical Society has given careful consideration to criticisms of its previous report and has also co-operated with the Soap Committee of the American Specialty Manufacturers' Association and with the Technical Committee on Soaps of the U. S. Government, with the result that the following report was unanimously adopted April 3, 1922.

ARCHIUSED CAMPRELL, Chairman, Globe Suap Co., Cincinnati, Ohio. C. P. Long, The Globe Soap Co., Cincinnati, Ohio. J. R. Powell, Armour Soap Wks., Chicago, Ill. FROY H. WALKER, Bureau of Standards, Washington, D. C. R. E. DIVINE, Armour Soap Wks., Chicago, III.

# Applicability of the Methods

It is admitted that the methods of sampling may not in all cases yield samples that are truly representative of the whole lot, but any method that would do so would be so cumbersome and expensive as to defeat its own purpose. methods given do not favor either buyer or seller, and are believed to be as accurate as the economic considerations warrant, and if mutually agreed upon should be satisfactory

to all interested parties.

The methods of test differ somewhat in form, and in some cases in substance, from those given in the previous report, because the committee has attempted to cover methods that would be of importance in commercial transactions rather than methods that would be mainly of theoretical interest and only applicable in special cases. As presented, the methods of sampling and testing can be directly applied to and only applicable in special cases. commercial transactions, and it may be of interest to state that the methods prescribed in the specifications for various soap products recommended as U. S. Government Standards by the Federal Specifications Board are essentially the same as these.

# A-Sampling

The seller shall have the option of being represented at the time of sampling and when he so requests shall be furnished with a duplicate sample.

I. CAKE SOAPS, FLAKE AND POWDERED SOAP PRODUCTS, WHEN PACKED IN CANS OR CARTONS—One cake (can or carton) shall be taken at random from not less than 1 per cent of the vendors' shipping containers, provided such containers contain not less than 50 lbs. In the case of smaller containers, a cake (can or carton) shall be taken at random from each lot of containers totaling not more than 5,000 lbs. The total sample shall in all cases consist of not less than three cakes (cans or cartons) taken at random from separate containers. With very large lots where the sample drawn as above will amount to more than 20 lbs. the percentage of packages sampled shall be reduced so that the amount drawn shall not exceed 20 lbs.

Wrap the individual cakes (cans or cartons) tightly in paraffined paper at once and seal by rubbing the edges with a heated iron. The inspector shall accurately weigh each wrapped cake (can or carton), record its weight and the date of weighing on the wrapper, place the wrapped cakes (cans or cartons) in an airtight container which should be nearly filled, and seal, mark, and send to the laboratory for test. Samples should be kept cool until tested.

11. FLAKE AND POWDERED SOAP PRODUCTS WHEN IN BULK -A grab sample of not less than 1/2 lb, shall be taken at random from not less than 1 per cent of the vendors' ship-

ping containers, provided such containers contain not less than 100 lbs. In case of smaller containers, a grab sample of not less than 1/2 lb, shall be taken at random from each lot of containers totaling not more than 10,000 lbs. The total samples shall in all cases consist of not less than three grab portions taken at random from separate containers. very large lots where the sample drawn as above will amount to more than 20 lbs., the percentage of packages sampled shall be reduced so that the amount drawn shall not exceed The inspector shall rapidly mix the sample, place in an airtight container, which shall be filled, and seal, mark, accurately weigh, record its weight and date of weighing on the package, and send to the laboratory for test, should be kept cool until tested.

- III. Liquid Soar-A sample of not less than 1/2 pt. shall be taken at random from not less than I per cent of the vendors' shipping containers, provided such containers contain not less than 10 gal. each. In case of smaller containers, a sample of not less than 1/2 pt. shall be taken at random from each lot of containers totaling not more than 1,000 gal. The total sample shall in all cases consist of not less than three portions of 1/2 pt, each taken at random from separate containers. Before drawing the sample from the container selected, the contents of the container shall be thoroughly agitated. The inspector shall thoroughly mix the samples drawn, place in clean, dry cans or bottles, which shall be completely filled and securely stoppered with clean corks or caps; seal, mark, and send to the laboratory for test.
- IV. PASTE SOAP PRODUCTS-(1) When packed in cans or cartons of 5 lbs, or less. One can or carton shall be taken at random from not less than I per cent of the vendors' shipping containers, provided such containers contain not less than 50 lbs. In case of smaller containers, a can or carton shall be taken at random from each lot of containers totaling not more than 5,000 lbs. The total sample shall in all cases consist of not less than 3 cans or cartons taken at random from separate containers. With very large lots where the sample drawn as above will amount to more than 20 lbs., the percentage of packages sampled shall be reduced so that the amount drawn shall not exceed 20 lbs. Wrap, seal, mark, and send to laboratory for test.
- When packed in bulk. Take a trial sample at random of not less than 1/2 lb. from not less than 1 per cent of the vendors' shipping containers, provided such containers contain not less than 50 lbs. In case of smaller containers a trial sample shall be taken at random from each lot of containers totaling not more than 5,000 lbs. The total sample shall in all cases consist of not less than 3 half-pound portions taken at random from separate containers, large lots where the sample drawn as above will amount to more than 10 fbs., the percentage of packages sampled shall be reduced so that the amount drawn shall not exceed 10 lbs. The inspector shall promptly place the combined sample in a clean, dry, air- and water-tight container, which shall be filled, and seal, mark, and send to the laboratory for test.

# B-Preparation of Samples

- I. CAKE SOAP-In case of samples that can be easily disintegrated and mixed, run the entire sample through a suitable chopper. When the sample is large, each cake may be quartered and one-quarter of each cake run through the chopper. With samples that cannot be handled as above, select a cake of average weight, quarter it by cutting at right angles in the center and shave equally from all freshly cut surfaces sufficient soap for analysis. Mix and weigh out surfaces sufficient soap for analysis. Mix and weigh out all portions for analysis promptly. Preserve the remainder in an airtight container in a cool place.
- II. POWDERED AND CHIP SOAPS-Rapidly disintegrate and mix the sample; if desired, quarter down to about 1 lb. and weigh out all portions for analysis at once. Unused portions

<sup>&</sup>lt;sup>1</sup> Journal of Industrial and Engineering Chemistry, 14 (1922), 1159, <sup>2</sup> Journal of Industrial and Engineering Chemistry, 11 (1919), 785, <sup>3</sup> Sampling and testing small shipments is more or less impracticable, as the expense is in most cases greater than any differences that might

of the sample for analysis shall be preserved in an airtight container in a cool place.

111. Liquid Soap—No preparation of the sample, other than thorough mixing, is necessary unless it is received during very cold weather, when it should be allowed to stand at least 1 hr. after it has warmed up to room temperature (20° to 30° C.) before it is noted whether it forms a satisfactory lather.

IV. PASTE SOAP PRODUCTS—Mix thoroughly by kneading and quarter down to about 1 lb. Weigh out all portions for analysis promptly and preserve remainder in an airtight container in a cool place.

# C-Methods of Analysis

When a determination shows nonconformity with the specifications, a duplicate shall be run.

I. MATTER VOLATILE AT 105° C.—Weigh 5 g. of the sample in a porcelam or glass dish about 6 to 7 cm. in diameter and 4 cm. deep, dry to constant weight in an inert atmosphere at a temperature not exceeding 105° C.

II. Total Matter Insoluble in Alcohol. Free Alkali or Free Acid—(1) Matter insoluble in alcohol. Digest hot a 10-g, sample with 200 cc. of freshly boiled ethyl alcohol neutral to phenolphthalein (94 per cent or higher). Filter through a counterpoised filter paper neutral to phenolphthalein, or a weighed Gooch crucible with suction, protecting the solution during the operation from carbon dioxide and other acid fumes. Wash the residue on the paper, or in the crucible, with hot neutral alcohol until free from soap. Dry the filter paper, or crucible, and residue at 100° to 105° C, for 3 hrs., cool, and weigh the total matter insoluble in alcohol.

(2) Free alkali or free acid. Titrate the filtrate from the above, using phenolphthalein as indicator, with standard acid or alkali solution, and calculate the alkalinity to sodium hydroxide (or potassium hydroxide), or acidity to oleic acid.

(3) Matter insoluble in water. Proceed as in the determination of matter insoluble in alcohol. After filtering and thoroughly washing the residue, extract it with water at 60° C., and wash the filter thoroughly. (When the matter insoluble in water is all inorganic, boiling water may be used for the extraction and washing.) Dry the filter and residue at 100° to 105° C. for 3 hrs., cool, and weigh matter insoluble in water. The nature of this matter may be determined by further examination.

(4) Total alkalinity of matter insoluble in alcohol. (Alkaline salts.) Titrate the filtrate from the determination of matter insoluble in water with standard acid, using methyl orange as indicator. Calculate the alkalinity to sodium oxide (Na,O), and, if desired, to any other basis agreed upon by the parties interested.

COMBINED ALKALL TOTAL ANHYDROUS SOAP Dis-111. solve 5 to 10 g. of the sample, depending upon the anhydrous soap content, in 100 cc. of water in a 250-cc. Erlenmeyer flask. When solution is complete, add dilute sulfuric acid in slight excess, insert a small funnel in the neck of the flask and heat the flask at a temperature not exceeding 60° C. until the fatty acids separate as a clear layer. Transfer to a separatory funnel, draw off the acid layer into a second separatory funnel and shake the acid aqueous liquid with two 20-cc. portions of ethyl other. Dissolve the fatty acids in the other used for washing the aqueous liquid and shake with 10-ec, portions of water until they are no longer acid to methyl orange. Unite the water portions used for washing and shake with 20 cc, of other. Wash this other until the wash water is neutral to methyl orange. Save the acid water for chloride determination. Unite the other solutions (if necessary, filter, washing the paper with other) in a suitable weighed vessel, add 100 cc. of neutral aiconol free from carbon dioxide, add phenolohthalein and titrate to exact neutrality with standard sodium hydroxide solution. Evaporate off the alcohol, dry to constant weight as in the determi-

nation of matter volatile at 105° C, and calculate the percentage of soda soap. This soap naturally includes any mineral oil and neutral fat, which, if determined separately. centage of soda soap. must be deducted from the result to obtain the true soap. Calculate the combined sodium oxide (Na,O) and deduct from the weight of soda soap to give the anhydrides. If the original soap was potash soap, proper calculation must be made to reduce to potassium oxide (K<sub>2</sub>O), or the titration made directly with standard potassium hydroxide solution. In case the soap shows an excess of free acid, proper corrections must be made in calculating the combined alkali in the original soap. (See determination of rosin.) With soaps containing a large amount of soluble silicates and soap products containing a high percentage of finely divided material insoluble in water, the foregoing procedure cannot be applied as given. In such cases the filtrate obtained in the determination of total matter insoluble in alcohol can be used after neutralizing any free acid or alkali. Evaporate off the alcohol on a steam bath, take up in water and proceed as

With soap products containing a high percentage of matter insoluble in alcohol where approximate results will suffice, such as may be the case with cleansers, soap powders, scouring compounds, pastes, etc., and where agreed upon by the parties interested, the alcoholic solution, obtained after filtering off and washing the matter insoluble in alcohol, may be evaporated directly in a weighed vessel, dried at 105° C. to constant weight, and the result reported as soap.

IV. CHLORIDE—Neutralize with chlorine-free alkali the acid water obtained in paragraph C-III. Titrate with standard silver nitrate solution, using potassium chromate as indicator, and calculate the result to sodium chloride or potassium chloride as the character of the soap indicates.

In case the total anhydrous soap is not to be determined it will be more convenient to use the following method: Dissolve 5 g of the sample in 300 cc. of water, boiling if necessary to effect solution. Add an excess of neutral, chlorine-free magnesium nitrate solution (about 25 cc. of a 20 per cent Mg(NO<sub>2</sub>)<sub>2</sub>6H<sub>2</sub>O solution). Without cooling or filtering, titrate with standard silver nitrate solution, using potassium chromate as indicator.

V. UNSAPONIFIED AND UNSAPONIFIABLE MATTER-Weigh 5 g of the soap into a beaker and dissolve in about 100 cc. of 50 per cent alcohol on the steam bath. If the sample has been found to contain free fatty acid, add just enough aqueous alkali to neutralize this. Evaporate off the hulk of the alcohol, take up with about 200 cc. of hot water and transfer to a separatory funnel of about 500-cc. capacity designated as No I. When cool, rinse out the beaker with about 50 ce of other and add it to the soap solution. Shake thoroughly for one manue. By the addition of small amounts of alcohol (5-cc, portions and the total not to exceed 25 cc.), a clear and rapid separation of the aqueous and ether layers is effected After adding each alcohol portion, the separatory funnel is not shaken but merely given a wharling movement. Draw off the aqueous portion into another separatory funnel, designated as No. 2. Wash the ether solution with 10 cc portions of water until this water is no lenger alkalme to phenolphthalein. Add all these washings to Funnel No 2 and extract this solution with they portions of other until the other is absolutely colorless 13 in 4 extractions divided be sufficient). Combine these ether extracts in a third separatory funnel (No. 3) and wash with 10 ec portions of water until the water is no longer askal me to abend distratem. Now add the other in tumes! 3 to riar in Finnel! a small amount of other heing used to ruise out finance 3. Wish the other solution with Year or 10 per cent be be blouse acid solution and Chan say a seally with their rest as of water until the water is an foregraph of a metal orange. Filter the ether solution through a day ofter paper into a weighted beaker or nack invariante or deal off the other on the steam bath, dry as somer the determination of matter volatile at 105° C and weigh the residue then heat with alcohol and, when In it is my apple, a dram upt of fatty acid found by this

The matter insoluble in alcohol will contain most of the availine side such as carbonates borntes who described in some of the available as well as shown and may be used for the transmitted of the constituents. These sides are not county to be a possible of a negative determination, sometimes of the coup should be used.

For determing turn of carbonatos see C XI: plocal ato. C XII: enliste., C-XIII; silicites, C-XX, but or, C IX, starch, C XIV(4).

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titration from the weight of the residue. This residue consists of the unsaponihable matter and any neutral fat that may have been present in the soap. In case it is desired to separate these, thoroughly saponify the residue with alcoholic alkali and repeat the foregoing procedure. The residue obtained in unsaponifiable matter only.

VI. Rosin-Wolff's method. Dissolve 5 g. of the sample in 100 to 200 cc. of hot water, add a slight excess of dilute sulfuric acid, heat until the fatty acids collect in a clear layer, cool to room temperature, extract with a small portion of ether, draw off the water layer and wash the ether solution with water until free from mineral acid. Transfer to a 200-cc Erlenmeyer flash, evaporate off the ether and dry 1 hr. at 105° C., cool and dissolve in 20 cc. of absolute alcohol. Then add 10 cc. of a solution of one volume of concentrated sulfuric acid (sp. gr. 1.84) and 4 volumes of absolute alcohol, and boil on the steam bath for 4 min, under a reflux condenser. Remove from steam bath, add to the liquid about 5 times its volume of 7 to 10 per cent sodium chloride solution, and extract with ether. out the aqueous portion 2 or 3 times with ether. Unite the ether solutions and wash with sodium chloride solution until the washings are neutral to methyl orange. Add 30 cc. neutral alcohol, and titrate the rosin acids with standard sodium hydroxide solution, using phenolphthalein as indicator. Calculate to rosin or rosin soap, as desired (1 cc. normal alkali = 0.346 g. rosin or 0.377 g. rosin soda soap). If the true fatty acid soap is desired, subtract the rosin soap from the total anhydrous soap obtained under C-III.

TITER TEST-(1) Preparation of total fatty matter (fatty and rosin acids and unsaponified matter). Dissolve about 50 g, of soap in 500 cc. of hot water, add 100 cc. of 30 per cent sulfuric acid, heat until the fatty matter collects in a clear layer, siphon off the acid layer and wash the fatty matter free from sulphuric acid with hot water. Decant the fatty matter into a dry beaker, filter, using a hot-water funnel, or placing both funnel and receiving beaker in a water-jacketed oven, and dry for 20 min, at the temperature of boiling water,

When other determinations are to be made on the total fatty matter, and volatile and readily oxidizable fatty acids are present, the following method should be used: Dissolve about 50 g. of the soap in 300 cc. of hot water, transfer to a separatory funnel, add 150 cc. of approximately 2 N sulfuric acid, cool somewhat, add 120 cc. of ether, shake, draw off the acid layer, and wash the ether layer free from acid with a strong salt (NaCl) solution. Then draw off acid with a strong salt (NaCl) solution. Then draw off the aqueous layer as completely as possible, transfer the ether layer to a flask (it is not necessary to transfer quantitatively), add 20 to 30 g. of anhydrous sodium sulfate, stopper the flask, shake, and let stand at a temperature below 25° C, until the ethereal liquid becomes perfectly clear, showing that all water has been taken up by the sodium sulfate. Filter through a dry paper into another Erlen-meyer flask, and completely evaporate off the ether by passing through the flask a current of dry air and heating the flask to a temperature not above 50° C.

(2) Determination.\* (a) Thermometer. The thermometer shall be a standard titer thermometer graduated at zero and in tenth degrees from 10° to 65° C., and certified by the U. S. Bureau of Standards.

(b) Procedure. Transfer the fatty acids prepared as under VII (1), when cooled somewhat, to a titer tube 25 mm. by 100 mm. placed in a 16-oz, salt-mouth bottle of clear glass 70mm. by 150 mm., fitted with a cork that is perforated so as to hold the tube rigidly when in position. Suspend the titer thermometer so that it can be used as a stirrer and stir the fatty acids slowly (about 100 r. p. m.) until the mercury remains stationary for 30 sec. Allow the thermometer to hang quietly with the bulb in the center of the tube and report the highest point to which the mercury rises as the titer of the fatty acids. The titer should be made in a room at about 20° C. for all fats having a titer above 30° C. and at 10° C. below the titer for all other fats. VIII. ACID NUMBER OF FATTY ACIDS—(1) Preparation of fatty acids. Follow procedure given under C-VII.

(2) Determination. In a 250-cc, Erlenmeyer flask dissolve 2 g. of the fatty acids, accurately weighed, in 20 to 30 cc. of neutral 95 per cent ethyl alcohol. Titrate with standard alkali, using phenolphthalcin as indicator. Calculate the acid number (mg. of KOH per g. of fatty acids).

IX. Borax Determination - Weigh 10 g. of the soap (or 3 g. if more than 5 per cent of borax is present) into a platinum dish and add 2.15 g. of fusion mixture (consisting of 200 g. sodium carbonate, 15 g. silica in fine powder). To this mixture add 15 cc. of alcohol, mix with the aid of a glass rod and, after washing the rod with a little alcohol, evaporate the mass to dryness on the water bath. Ignite until the combustible material is destroyed, cover the dish with a piece of platinum foil and fuse. Completely disintegrate the fusion by boiling with water and transfer the solution to a 250-cc. round-bottom flask. Acidify with 20 cc. of dilute hydrochloric acid (1:1), heat nearly to boil-ing, and add a moderate excess of dry precipitated calcium carbonate. Connect with a reflux condenser and boil vigor-ously for 10 min. Filter out the precipitate through a folded filter, washing several times with hot water, but keeping the total volume of liquid below 100 ec.

Return the filtrate to the flask, add a pinch of calcium carbonate and again boil under a reflux condenser. move the flame and connect the top of the condenser with a water pump. Apply the suction until the boiling has nearly ceased. Cool to ordinary temperature, add 50 cc. of neutral glycerol and titrate the solution with  $0.1\ N$  sodium hydroxide, free from carbonate, using phenolphthalein as indicator. After the end-point is reached add 10 cc. more of glycerol and again titrate. Repeat this process until the addition of glycerol causes no further action on the endpoint. The number of cubic centimeters required multiplied by 0.00955 will give the equivalent of borax (Na, B, Or. 10H, O) present in the solution,

X. DETERMINATION OF SILICA PRESENT AS ALKALINE SILICATES-When the material contains no mineral matter that is insoluble in water, ignite a sample of the soap containing not to exceed 0.2 g. of silica in a platinum dish at a low temperature. When charred, extract the soluble salts with water, return the paper and charred residue to the dish and complete the ignition. Unite the residue in the dish and the water extract, carefully acidify with hydrochloric acid, finally adding the equivalent of from 5 to 10 cc. strong hydrochloric acid in excess. The dish or casserole containing the solution should be covered with a watch glass while adding acid so as to avoid loss by snray.

while adding acid so as to avoid loss by spray,
When the material contains mineral matter insoluble in water, or a determination of highest accuracy is not necessary, take a portion of the solution after titrating the matter insoluble in alcohoi C-II(4) containing not more than 0.2 g. silica and add 5 to 10 ce. strong hydrochloric acid.

Evaporate the acidfied solution (washing off and removing the cover glass if used) to dryness on steam bath or hot plate at a temperature not exceeding 200° C. Cool, moisten with concentrated hydrochloric acid, let stand 5 to 10 min., breaking up all lumps with a stirring rod. Add about 25 cc. of hot water. Heat a few minutes and filter through a small ashless paper. Wash thoroughly with hot

Evaporate the filtrate to dryness and repeat the above treatment, filtering on a second paper. Carefully ignite the two papers and contents in a weighed platinum crucible, first at a low temperature until the paper is consumed, but finally heating to constant weight over the blast lamp; cool in a desiccator before weighing. If extreme accuracy is desired, moisten the contents of the crucible with water, add 10 cc. hydrofluoric acid and 4 drops of strong sulfuric acid, evaporate to dryness over a low flame, ignite at the temperature of the blast lamp for about 2 min., cool in a desiccator and weigh. The difference between this weight and the previous weight is the weight of the silica (SiO<sub>s</sub>)."

To calculate sodium silicate (Na<sub>s</sub>Si<sub>s</sub>O<sub>s</sub>) multiply weight

of SiO, by 1.26.

<sup>&</sup>lt;sup>7</sup> Chem.-Ztg., 38 (1917), 369, 382, 430; C. A., 8 (1914), 2495.

8 "Methods of Analysis of Assoc. Official Agr. Chem.," 1920, 242.
Fat Analysis Committee Method, Journal Ind. and Eng. Chem., 11 (1919), 1163.

Poetschke, Ibid., 5 (1913), 645.
 "The Analysis of Silicate and Carbonate Rocks," by W. F. Hillebrand, U. S. Geol. Survey, Bull. 700, 102.

XI. DETERMINATION OF CARBON DIOXIDE (CARBONATES)—For most determinations the dry matter insoluble in alcohol as obtained in C-11(1) will be suitable for this determination. In some cases it might be desired to run the test directly on an original sample of the soap. This should always be done when the highest accuracy is required. Any reliable absorption method for determining carbon dioxide may be used.<sup>13</sup>

The following is a method which has proven satisfactory:

A 250-cc. Erlenmeyer flask is placed on a gauze over a burner. The flask is equipped with a 2-hole rubber stopper, through one opening of which is a 10-in, reflux condenser and through the other a thistle tube equipped at the outer end with a 3-way stopcock. The lower end of the thistle tube is drawn to a small point, which is placed very close to the bottom of the flask. To the straightaway end of the stopcock is attached a small funnel for the introduction of acid to the flask. The other opening of the stopcock is attached to receive air from a purifying train consisting of a wash bottle containing concentrated sulfuric acid and a second at the outer end of the train containing a 50 per cent solution of potassium hydroxide. The top of the reflux condenser is attached first to a drying wash bottle containing concentrated sulfuric acid, and then to a weighed absorbing train consisting of a suitable potash bulb charged with 50 per cent potassium hydroxide, and a second containing concentrated sulfuric acid. This train is attached to a protective U-tube containing calcium chloride. The U-tube is attached to an aspirator.

Procedure. Set up the apparatus, leaving out the weighed train, and aspirate with a slow stream of the dry carbon-dioxide-free air until the apparatus is freed from carbon dioxide. Insert the train and continue the aspiration for ½ hour. Check the weight of the train to determine if the air is passing through too fast, or if the system is free from carbon dioxide. The system must be free from leaks. Weigh out 1 or 2 g. of the sample into the Erlenmeyer flask, cover with 20 cc. freshly boiled distilled water, close the apparatus with the train in place. Add 20 cc. dilute hydrochloric acid (1:1) through the funnel very slowly, with no heat being applied to the flask. The rate of adding acid should be carefully controlled, so that the gas does not pass through the train too rapidly. As soon as the acid is added, start aspiration gently. When the absorption begins to stop the gas flow, start heating gently and continue until the contents of the flask have boiled 15 to 20 min. Stop heating and continue aspirating until the flask has cooled down. Remove the train and weigh. Calculate increase of weight as carbon dioxide. Carbon dioxide multiplied by 2.41 equals sodium carbonate.

XII. DETERMINATION OF PHOSPHATES<sup>12</sup>—If a qualitative test has shown the presence of phosphates and their determination is desired, the matter insoluble in alcohol C-II(1) or the ash from the incineration of an original sample can be used. An original sample should always be used when the highest accuracy is desired.

- (1) Reagents, (a) Molybdate solution. Dissolve 100 g. of molybdic acid in dilute ammonium hydroxide [144 cc. of ammonium hydroxide (sp. gr. 0.90) and 271 cc. of water]; pour this solution slowly and with constant stirring into dilute nitric acid [489 cc. of nitric acid (sp. gr. 1.42) and 1148 cc. of water]. Keep the mixture in a warm place for several days or until a portion heated to 40° C. deposits no yellow precipitate of ammonium phosphomolybdate. Decant the solution from any sediment and preserve in glass-stoppered vessels.
- (b) Ammonium nitrate solution. Dissolve 200 g. of commercial ammonium nitrate, phosphate-free, in water, and dilute to 2 liters.
- (c) Magnesia mixture. Dissolve 110 g. of crystallized magnesium chloride (MgCl<sub>2</sub>.6H<sub>2</sub>O) in water, add 280 g. of ammonium chloride, 261 cc. of ammonium hydroxide (sp. gr. 0.90), and dilute to 2 liters.
- (d) Dilute ammonium hydroxide for washing. Dilute 100 cc. of ammonium hydroxide (sp. gr. 0.90) to 1 liter.

12 "Methods of Analysis of Assoc. Official Agr. Chem.," 1920, 1.

(2) Determination. Weigh out a 2-g. sample of the alcohol-insoluble or ash, and proceed as in C-X for removal of silica, saving the filtrate. Make up to 250 cc., concentrating if necessary. Take an aliquot corresponding to 0.50 g. or 1 g., neutralize with ammonium hydroxide, and clear with a few drops of nitric acid. Add about 15 g. of dry ammonium nitrate or a solution containing that amount. To the hot solution add 70 cc. of the molybdate solution for every decigram of phosphoric acid (P<sub>2</sub>O<sub>3</sub>) present. Digest at about 65° C. for an hour, and determine if the phosphoric acid has been completely precipitated by the addition of more molybdate solution to the clear supernatant liquid. Filter and wash with cold water or, preferably, ammonium nitrate solution. Dissolve the precipitate on the filter with ammonium hydroxide and hot water, and wash into a beaker to a bulk of not more than 100 cc. Nearly neutralize with hydrochloric acid, cool, and from a buret add slowly (about 1 drop per sec.), stirring vigorously, 15 cc. of magnesia mixture for each decigram of phosphoric acid (P<sub>2</sub>O<sub>3</sub>) present. After 15 min, add 12 cc. of ammonium hydroxide (sp. gr. 0.90). Let stand till the supernatant liquid is clear (2 hrs. is usually enough), filter, wash with the dilute ammonium hydroxide until the washings are nearly free from chlorides, ignite to whiteness or to a grayish white, weigh, and calculate to phosphoric acid (P<sub>2</sub>O<sub>3</sub>), or alkaline phosphate known to be present.

XIII. DETERMINATION OF SULFATES—For most determinations the matter insoluble in alcohol obtained under C-II may suffice. If a determination of the highest accuracy is desired, ignite a 10-g. sample of the soap and use the ash from the ignition. Digest with 100 cc. of water, cover with a watch glass, and neutralize carefully with hydrochloric acid. When neutralized, add 5 cc. excess of hydrochloric acid, filter, and wash the residue thoroughly. Make up the filtrate to 250 cc. in a beaker, and boil. To the boiling solution add 15 to 20 cc. 10 per cent barium chloride solution slowly drop by drop from a pipet. Continue boiling until the precipitate is well formed, or digest on a steam bath over night. Set aside over night or for a few hours, filter through a prepared Gooch crucible, ignite gently, and weigh as barium sulfate. Calculate to sodium sulfate, or the alkaline sulfate known to be present.

XIV. DETERMINATION OF GLYCEROL, SUGAR, AND STARCH—(1) Determination of glycerol in the absence of sugar.

Solutions Required
Potassium Dichromate, 74,552 g. per liter
Sodium Thiosulfate, 0.1 N
Potassium Iodide, 10 per cent

Dissolve an accurately weighed sample of the soap<sup>16</sup> equivalent to not more than 3.0 g. of glycerol in 200 cc. of hot water in a 600-cc. beaker. Decompose with 25 cc. sulfuric acid (1:4). If alcohol is present, volatilize it by boiling for 20 to 30 min. Cool, remove, and rinse the cake of fatty acids, transfer the acid water and rinsings to a 500-cc. graduated flask, add about 0.25 g. silver sulfate to precipitate traces of chlorides and soluble fatty acids. Make up to volume and mix contents thoroughly.

Transfer a filtered, accurately measured 50-cc. aliquot of the above to a 400-cc beaker, to this add 75 cc. accurately measured potassium dichromate solution, followed by 25 cc. of sulfuric acid (sp. gr. 1.84). Cover with a watch glass, and oxidize by heating in a steam bath for 3 hrs. Conduct a blank in like manner but using 100 cc. of water, 25 cc. of sulfuric acid (sp. gr. 1.84), and 25 cc. accurately measured potassium dichromate.

Cool and make up the solution to 1000 cc. in graduated flasks. The excess of potassium dichromate is determined by taking 50 cc. aliquot of the above, adding 50 cc. of water. 20 cc. of 10 per cent potassium iodide solution, and titrating the liberated iodine with 0.1 N thiosulfate, using starch solution as indicator.

Calculate the percentage of glycerol (1 cc. of the potassium dichromate solution equals 0.0100 g. of glycerol).

<sup>11 &</sup>quot;Methods of Analysis of Assoc. Official Agr. Chem.," 1920, 277, Bur. Chem., Bull. 107, 169.

<sup>&</sup>lt;sup>14</sup> Evaporation to dryness is unnecessary unless gelatinous silica should have separated, and should never be performed on a bath heated by gas. See Hillehrand U.S. Geal Survey, Bull, 700, 232.

<sup>18</sup> If starch is present, it will be necessary to remove the matter insoluble in water as described under this determination [C-II (1) and (31). Combine the alcohol and water solutions, evaporate off the alcohol, and proceed.

(2) Determination of sugar.<sup>38</sup> Dissolve 10 g. of the soap in 200 cc. of hot water in a 600-cc, beaker. Decompose with 25 cc. of sulfuric acid (1:4), boil gently for 20 min. to invert the cane sugar completely. Cool, remove, and rinse the cake of fatty acids. Extract the acid liquid with 25 cc. of ether. Transfer the acid liquid to a 500-cc. graduated flask, make up to volume and mix thoroughly. Determine invert sugar in 50 cc, of this solution by the Munson-Walker Method." To calculate sugar (sucrose) multiply the amount of invert sugar found by 0.95.

(3) Determination of glycerol in the presence of sugars.<sup>17</sup> Proceed as above under (1), taking a sample so that the sum of the glycerol and sugar is not more than 3.0 g.<sup>18</sup> The solution must be boiled in all cases at least 20 min. to insure complete inversion of cane sugar. Determine the amount of potassium dichromate solution required to oxidize both the sugar and glycerol. Determine also the sugar by the

method given in (2).

Calculate the percentage of glycerol after deducting the amount of potassium dichromate required by the sugar.

1 cc. potassium dichromate equals 0.0100 g. glycerol, 1 cc. potassium dichromate equals 0.01142 g. invert sugar.

(4) Determination of starch.18 Separate the matter insoluble in water as under C-II(3), using a sample of soap that will give not more than 3 g. of starch. Transfer the insoluble matter, without drying, to a beaker and heat for 2½ hrs. with 200 cc. of water and 30 cc. of hydrochloric acid (sp. gr. 1.125) in a flask provided with a reflux condenser. Cool, and nearly neutralize with sodium hydroxide. Complete the volume to 250 cc., filter and determine the reducing sugars by the gravimetric method as given under method for the determination of sugar.

Calculate the amount of dextrose (d-glucose) equivalent to the cuprous oxide obtained. This multiplied by 0.90

equals the amount of starch.

VOLATILE HYDROCARBON-Weigh not less than 250 g. of the sample into a flask of about 5-liter capacity, which is so placed on a gauze that it can be heated. Add 2 to 3 liters of distilled water. Place a 2-holed rubber stopper in the flask, through one hole of which is inserted a copper or brass tube extending into the flask and terminating in a small circular ring of the tubing, bent so that the ring is in a horizontal position. Numerous small holes are drilled in the upper side of this ring and the end of the tube is sealed. This ring should be near the bottom of the flask.

Through the other hole of the stopper is inserted a glass tube provided with a trap of suitable form, the upper end of which is bent so as to be connected with a plain Liebig condenser. The end of the condenser tube is bent so as to

extend into a buret graduated to 0.1 cc.

Introduce steam (free from oil) into the flask through the brass tube and collect the distillate in the buret. When the buret becomes full, draw off the water by opening the stopcock. The foam which forms in the flask may be controlled by momentarily shutting off the steam and by regulating heat applied to the flask.

Read from time to time the amount of hydrocarbon distillate which collects on the top of the water in the buret, and when there is no further increase in this distillate the operation is finished. Allow the buret to stand over night, tightly stoppered, and then, after reading the amount of distillate, draw off the water as carefully as possible. Determine the specific gravity of the distillate, and calculate the weight and percentage in the original sample.

<sup>38</sup> If starch is present, see footnotes 13 and 18, and determination of starch XIV (4).

10 J. Am. Chem. Soc., 28 (1906), 663; Bur. Chem., Bull. 107; "Methods of Analysis of Assoc. Official Agr. Chem.," 1920, 78.

<sup>17</sup> Hoyt and Pemberton, Journal Ind. and Eng. Chem., 14 (1922). 4; Correction 14 (1922), 340.

18 See footnote 13, if starch is present.

19 "Methods of Analysis of Assoc. Official Agr. Chem.," 1920, 95; Eur. Chem., Bull. 107, 53.

29 Some find it an advantage to add 200 to 300 g. calcium chloride to the flask containing the soap solution, to prevent foaming.

# 23 Pounds of Soap a Year for Everybody

In the United States there is produced each year enough soap to supply every man, woman and child in the country with 23 pounds of the commodity.

# FEATURES OF SOAP MATERIAL MARKET

(Continued from next page)

New York. The rise in Italian lira has caused New Crop Foots to advance to 814c. per lb. New York.

Palm Oils have been quiet lately mostly because consumers purchased heavily a month or two ago. Sterling exchange has lately become so firm that any reduction in price in the primary market is not noticeable here. Palm Kernel Oil

is in fair demand and is nominally quoted at 8c, per lb. New York in cooperage.

December 16, 1922.

A. H. HORNER.

#### Industrial Chemicals

Although there is less activity in evidence in the market for industrial chemicals the general position is described as quite firm. There has been vigorous buying of the important alkali products, contracts for caustic soda over 1923 delivery having been placed in large volume at \$2.50 per 100 pounds for the 60 per cent in carlots, while standard brands have been commanding \$3.50@\\$3.60 f.a.s. New York in barrels, with small quantities held at 3\\(\frac{3}{4}\)@4 cents per pound ex-store. There has been foreign buying of caustic soda on the part of Cuba, Italy, Japan and Argentina. It is some years since such a heavy contract business has been moving in soda ash, which dealers have been quoting at \$1.75 a hundred in single bags in carlots; and \$1.95 in barrels, with sales of small quantities reported as high as \$2.10 @\$2.30 ex-store.

Enormous increases in exportations of the principal industrial chemicals were witnessed during the first nine months of 1922. Foreign markets for potash salts have displayed an advancing tendency, particularly in the case of the German goods. The buying of caustic potash is reported as rather light and under competition offers are being made as low as 6!4@6!/2 cents a pound, according to quantity and brand. Carbonate of potash calcined 80 to 85 per cent is moving at 54:@6 cents a pound, depending on the size of order. More activity is witnessed in the market for sulphuric acid where producers have strengthened their views so that some of them are naming \$9 to \$12 a ton for the 60 degrees and \$14 to \$16 for the 66 degrees. A fair

movement is under way in the boraxes.

# Sundry Soap Materials

Despite a wide variation in the prices for turpentine, rosin rices have ruled comparatively steady during the month. Demand has continued to center in the low and medium grades, which have been widely taken by the soap manufacturers and other users. The better classes have been more or less neglected. Statistically rosin occupies a steady position, although stocks are lighter than at this time a Distributors as a whole are not anticipating any year ago. great deal of activity in rosins until after the first of the year, when inventory taking is completed. The three months between November and February are usually the dullest of the year.

# MEXICAN SOAP IMPORT DUTY RAISED

Assistant Trade Commissioner John P. Bushnell, Mexico Assistant Trade Commissioner John P. Bushnell, Mexico City, December 1, reports an increase of import duty on certain soaps. The decree which increases the import duty on soap included under "fraccion" 694, was signed by President Obregon on November 30, 1922. The former duty on soaps of this class, laundry and scouring soaps, was 10 centavos per legal kilo; this duty is increased by the new decree to 12 centavos, effective from December 15.

# Glycerin Exports in September

Exports of glycerin from the United States in September totaled 351,361 pounds valued at \$52,440, according to the Department of Commerce, twenty-five foreign countries or localities being listed as destinations. This compares with 217,670 pounds, valued at \$25,266, exported during August. Crude glycerin was imported during September in the amount of 85,744 pounds, valued at \$9,646.

# MARKET REVIEW ON TALLOW, ETC.

# TALLOW

(Written Specially for This Journal)

The decline of about 36c. per pound from the recent high on New York Extra Tallow brought about a situation with producers unwilling to accept these prices and soapers refusing to pay more money.

While no actual transactions during the last ten days have been made at better than 734c. ex producer's plant, nevertheless, the undertone of the market is firmer and undoubtedly if a good sized quantity could be obtained at 8c. per pound business would result.

The looked for reaction was short-lived, and indications point to a resumption of the upward movement either before the end of this year or else during the early part of next year as soon as there is shown any desire to replenish stocks which in the meantime have been consumed.

Greases are firm in undertone and have receded less than tallow with recent sales of the poorer grades such as garbage grease at record prices. Relative values of inedible fat stocks are entirely out of line at present, as for instance, garbage grease on a basis of 6½c. loose New York, house grease good quality at 7½c., Extra Tallow nominally 7¾c., and Government inspected Oleo Stearine 9½c.

It is to be expected that a readjustment is bound to come and with the scarcity of low grade stocks and the comparative high prices prevailing for them, it would follow that any further advance in prices is likely to be found in good quality tallow as well as tallow of the best grades.

December 16, 1922. Tobias T. Pergament.

# GLYCERINE

(Written Specially for This Journal)

While the price of Chemically Pure Glycerine continues to be quoted at 181/2c, in bulk, this price is hardly warranted, in view of the weakness which exists in the other grades. Dynamite has declined from 17c, to 16c, since our last letter and Crude is off about 3/2c. per lb. The decline in the market is ascribed as principally due to a lack of demand and accumulation of stocks. This is a dull season in the explosives line and it has been an open winter so far, consequently the call for Chemically Pure, for medicinal purposes, has not been as large as it would have been had we experienced extreme weather. On the other hand, in the manufacture of cigarettes and toilet preparations, there has probably been a normal increase in the consumption. We should say that Chemically Pure ought to be sold at a lower price than 181/2c. today and that it may drop 1c. per lb. before March, but we are believers in higher prices after that time and in our opinion, buyers should cover their needs for a period ahead, within the next thirty days. W. A. STOPFORD. December 18, 1922.

# VEGETABLE OILS

(Written Specially for This Journal)

Early during this month the market for the various grades of fats and oils appeared easier, but reduction in prices seems to have stimulated buying.

Resale Cocoanut Oil appeared at 1/4c. per lb. below im-

porters' prices, but this oil was readily absorbed by consumers. The Margarine business during the last three or four months has been exceptionally good and consumption in this direction has been heavy. A good buying demand is noted for futures. The copra market is strong and oil in Manila is today comparatively higher than it is here.

Crude Cottonseed Oil has remained about unchanged since our last letter. Offerings are very limited and buyers are quickly found for the comparatively small quantity put on the market.

Corn Oil is in good demand for December and January, but most mills sold their production for these months some time ago, and oil for nearby deliveries, therefore, is not plentiful.

A large quantity of Soya Bean Oil was recently sold in the Orient to Europe, causing an advance in price. December-January soya is now quoted at 94/c. per lb. tanks New York against 91/6c. last month.

Spot Olive Oil Foots is nominally quoted at 91/2c. per lb.

(Continued on Preceding Page)

# SOAP MATERIALS

# Tallow and Grease

Tallow, New York, Special, .071/4c. Edible, New York, .081/4c. Yellow grease, New York, .07@.071/4c. Brown grease, New York, .07-.071/4c. Rosin, Savannah, Dec. 18, 1922.

Common to good. 4.90- I D	5.07¾ 5.30 5.60 5.85
Cocoanut, edible, per lb	.1010½c.
Cocoanut, Ceylon, Dom., per lb  Palm, Lagos, per lb  Palm, Niger, per lb  Palm, Kernel, per lb., nominal  Cotton, crude, per lb. f. o. b. mill  Cotton, refined, per lb., New York  Soya Bean, per lb  Corn, crude, per lb  Castor, No. 1, per lb  Castor, No. 3, per lb  Peanut, crude, per lb  Peanut, refined, per lb  Olive, denatured, per gal  Olive Foots, prime green, per lb  Chemicals	.08¾08¾c. .07¾08¼c. .07 - .08¾08¼c. .08¾08½c. .10 - .1111¼c. .10½ .12 - .12 - .13¼14 1.05 -1.15 .08¾09
	2:0 2:0
Soda, caustic, 76 per cent, per 100 lbs	3.50 -3.60

Soda, caustic, 76 per cent, per 100 lbs Soda Ash. 58 per cent, per 100 lbs	3.50 -3.60 1.75 -2.10
Potash, caustic, 88@92 per cent, per cwt. f. o. b. Works	.061/4061/2c.
Potash Carbonate, 80@85 per cent, per lb.,	.051/206
Salt, common, fine, per 100 lbs	9.00 - 9.50
Sulphuric acid, 66 degrees, per ton Borax, crystals, per lb	.05½06c.
Borax, granular, per lb	.05½06c.

Zinc Oxide, American, lead free, per lb...

# American Perfumer

# and Essential Dil Review

The Independent International Journal devoted to Perfumery, Toilet Preparations, Soaps, Flavoring Extracts, etc. No producer, dealer or manufacturer has any financial interest in it, nor any voice in its control or policies.

TWO DOLLARS A YEAR.
TWENTY-FIVE CENTS A COPY.

\*NEW YORK, JANUARY, 1923

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and ESSENTIAL OIL REVIEW

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# 1923 SURVEY OF PERFUMERY AND TOILET GOODS INDUSTRIES

The Symposium of the Perfumery and Toilet Articles Industries which we are printing in this issue is a most intensive and comprehensive study of the complexities involved in the present and future conduct of the establishments of the members of the old time Manufacturing Perfumers' Association (to which name some of the older members still cling), now the American Manufacturers of Toilet Articles. The Symposium represents responses from more than a majority of the association, for those who preferred not to be quoted by name are covered in the deductions which we may reasonably draw from the various opinions:

1. There is a unanimity in the expectation of much better business in 1923 than in 1922: a few look for only a normal increase, but the majority are more sanguine and some are enlarging their

facilities.

2. All report good collections; some say excellent.

What is needed to give additional impetus to the wheels of our industries? Here are some of the outstanding points as given in responses and it is quite superfluous, perhaps, to tell our clientele that we are heartily in accord with their efforts to improve conditions:

a. If the leading manufacturers would get together freely and frankly, in closer contact perhaps, and discuss methods of increasing sales, much could be done for good and evils could be eliminated. Just sensible cooperation. Other trades

do it.

The most serious menace of the American b. manufacturer is the misbranding of foreign perfumes. While there may be no visible evidence of the fact that the perfumes are mixed or manufactured or bottled here they get the advantage of their foreign prestige. One member of the Association declares that this is a matter for the Federal Trade Commission.

c. A large number of the members urge for improvement in quality of products. This sentiment of striving for supremacy is extremely strong in many responses.

d. The tariff appears in very few answers. Those who mention it at all, less than ten, ask for a higher duty on finished foreign products.

e. All concede the general improvement in quality of American made toilet articles, but it is left to one astute observer in the ranks to suggest steps be taken to procure "a better appreciation on the part of American women of the real improvement in American-made perfumes and toilet articles." That means steps must be taken by the association to end the potency of the foreign name. How shall it be done? Will the members take the subject seriously and act? The officers are always ready to respond to any demands.

f. Modification of the Volstead Act with particular reference to legitimate industries, including our own, is recommended. There have been many innocent victims of red tape and much un-

necessary money loss has resulted.

g. A hopeful sign: A veteran in the association in urging manufacturers of toilet requisites to consider the fact that the women of America, the ultimate consumers of perfumery and allied products, are becoming more discriminating. Very readily do they distinguish the superior product. That is a strong hope!

4. We asked for suggestions as to how we might advance the interests of our industries. We were told by many that they could not suggest anything additional, except in relation to emphasizing our general policies, while some of the comments were too complimentary to repeat without a sacrifice of modesty that would be impossible.

Taken in its whole scope, the Symposium of 1923 is the best we have had. It surveys faith, fear and future plans, with a vast amount of constructive suggestion from many sources. It should crystallize some trends of progress.

# EXPOSITION TO HELP THE 1923 BOOM

Just as we are going to press arrangements have been completed for holding the First National Perfumery, Toilet Articles and Soap Exposition in this city in the convention week of the American Manufacturers of Toilet Articles, Particulars will be found on page 491 and in our advertising department, but briefly it may be said here that both events will happen in the second week of April.

Our elder statesmen in the old Manufacturing Perfumers' Association will recall that the subject originally was broached at the annual meeting in 1908, but the spirit of conservatism which then permeated the organization (and which later caused important changes to be made in its official personnel), frowned upon the idea and attempts since to resurrect it have failed until now.

The management is thoroughly competent and expert: the allied industries offer great possibilities for working up not only trade, but public interest and the newspapers will have to turn from the abusive side to the bright features of perfumery and cosmetics. The project deserves every ounce possible of aid and encouragement. That it will be a big success and profitable in many ways to the cause is a perfectly safe prediction in the circumstances.

# REAL OXYGEN OF LIFE IN BUSINESS, AFFECTING EVERY FIRM FOR SUCCESS OR FAILURE

(From a Confession by a Trade Expert.)

Ivory soap advertising is one of the best examples we know of to illustrate the principle that nothing is too well known to be advertised. Ivory Soap is probably the best-known product of its kind in America. It is used by millions of people every day. Yet the Procter & Gamble Company will tell you not only that advertising has been one of the largest factors in bringing about this situation, but that if Ivory soap advertising were stopped today, Ivory soap sales would very soon begin to decrease—not because Ivory soap would change, not because the salesmen would make any less effort, but because people would forget about Ivory, other soaps would begin to take its place in their minds; younger people, who never heard of Ivory, would grow up and begin to buy soaps which they had heard of.

The experience of the greatest advertisers in the country teaches us every day that there is never a time when an advertiser can afford to stop adver-

tising.

# GYPSUM DECREE NO CAUSE TO WORRY

Daily and trade papers have given large quantities of space to the recent decree by consent issued by Federal District Judge Knox in the case of the Gypsum Industries Association, prosecuted for alleged violation of the Sherman Anti-Trust Act. It has been heralded as a complete new code for governing trade associations, although it is only the uncontested judgment of a lower court, which in ordinary procedure could be appealed and reviewed by higher courts.

The Gypsum people consented to the decree because they had violated the very fundamental of the Sherman Act. They had "agreed" among themselves to fix prices and to do various other objectionable things, including the apportionment of territory in which to do business exclusively. Any level-headed business man of reasonable length of experience would know that this was unlawful. On these two points a "code" has been constructed. This "code" is not of enough interest at present to print.

All of the associations in which our readers are interested, so far as they affect our industries, have long been operated upon lines of mutual and general benefit that in no way have offered an opportunity for suspicion of any unlawful practices. So there is no reason for saying more at this time than is herewith printed concerning the Gypsum "code."

# WOULDN'T JANUARY 0 LOOK FUNNY?

Dignified old New York State Chamber of Commerce has defied superstition by voting in favor of having January 0 made a legal date, as part of the plan to give us 13 months every year, instead of the well known 12. This change in the calendar has been advocated for many years, but has received comparatively little attention. Briefly it is planned to split the year into 13 months of 28 days each, or four weeks exactly, but this leaves the 365th day a lone orphan and it is proposed to call it January 0 and make it an international holiday for one and all, everywhere in the world. The new month, not yet named, is to be inserted between June and July, or somewhere else in the summer schedule.

# LEGITIMATE ALCOHOL OUTLOOK DUBIOUS

We fear our readers who are interested in industrial alcohol will find little comfort in the survey of the federal outlook for real reform as given by our Washington correspondent, after three full years of Volsteadism and the Eighteenth Amendment.

It is conceeded that no legislation is needed to divorce industrial alcohol from the police end of dry law enforcement, but there seems to be a lack of courage on the part of the officials to grasp the problem, apparently lest the installation of a system fair to manufacturers might be considered an "attack" on minor officials who have harassed the trade with red tape and other hardships for three long years.

There is apparently no expectation that anybody will do anything either administratively, or in Congress, for at least one more year, possibly longer.

The Prohibition Unit has issued a survey of three years of prohibition, containing about 1,500 words, devoted to the benefits derived from prohibition and to the work of enforcing the law. But nothing is said about carrying out the law's mandate to foster the legitimate use of alcohol in the industries, arts and sciences. It shows vividly where the Unit's thoughts are centered.

# 1923'S LEGISLATIVE SESSIONS

The hangover of the 67th Congress is grinding and the 68th Congress will be in legal existence after March 4, although it may not convene until next December. Nobody knows now whether there will be an extra session.

No fewer than 42 State legislatures are now in session, or soon will be. It is estimated that no less than 75,000 separate pieces of proposed legislation will be considered. How many will affect our industries is purely a matter of speculation. Our associations have excellent facilities for watching the dark clouds in legislation. But we need more than that. The members must keep their eyes open also and help in the work of killing bad bills.

It is the duty, as well as the privilege, of business men and women, as well as all other citizens, to keep in touch with legislators, especially those for whom they have a chance to vote and let them know what is wanted.

# THE PERFUMES OF TUTANKHAMEN

January 4 was "a broiling day in the Valley of the Kings," Luxor, Egypt, one reads casually in the New York Times. The information is conveyed by wire and wireless over something like a quarter of the earth's circumference. It is preliminary to the description of an incident of passing interest.

Bearers brought from King Tutankhamen's tomb, recently opened, five vases of alabaster, intricately carved and filled with perfumed oil, which they carried slowly among a group of tourists composed in part of American ladies, allowing each a moment's inhalation of the precious odor.

More than thirty-three centuries have passed since Tutankhamen and his perfumes were placed in the tomb. The vases, we are told, are gems of exquisite workmanship. But what may be said of the skill that fixed the scent which clings to them, fresh and fragrant, after more than three thousand years? And what must be thought of the wonders that our modern perfume chemists have wrought following in the footsteps of their ancient prototypes and amplifying and improving upon their discoveries in the

# OPPORTUNITY, BUSY LITTLE PERSON, HAS NO TIME FOR KNOCKING

The crepe hanger who said that Opportunity knocks but once at every man's door, probably never advertised and must have spent most of his time hiding behind his collar before going into bankruptcy. As a matter of fact, Opportunity doesn't knock at any man's door even once. She is a busy little person, always willing to meet you half way, but never willing to waste her time knocking. She is just around the corner everywhere every day in the year waiting for you to go and get her. So says the Western Druggist, whose editor has heard from her by radio telephone and who recognized her voice through previous acquaintance.

mystic realm of Nature's gift of sweet odors to humanity? There seems to be no limit to the alchemy of scents.

# GOOD NEWS ABOUT OUR INDUSTRIES

After the long wave of attacks on cosmetics there has come a bright new period of pleasant publicity for perfumery in the daily papers. King Tutankhamen's predilection for sweet scents years ago and the *Mentor* magazine's bright article on "The Romance and History of Perfume" have helped to fill large spaces in important journals with information favorable to our industry.

Nor is that all. In a recent Sunday cable page the New York Herald had several foreign specials in which there were safe and sane, but very entertaining bits of news for persons interested in the collaterals of the legitimate toilet goods industries. One told of the troubles of two American flappers, seeking green wigs in Berlin and who balked at vanity cases, as well as at wool underwear when the Bolsheviks kept them out of Russia for refusing to wear it.

# REFORMING THE BANKRUPTCY LAW

New York Merchants' Association, National Association of Credit Men and other powerful organizations are going ahead vigorously with their plans seeking reforms in the bankruptcy law, making it more stringent and giving better protection to creditors. A bill is now pending in Congress to carry out this purpose and those of our readers who are interested in the subject should give it their hearty support, but frankly we see slight chance of putting it through the 67th Congress before March 4. Still the missionary work now being done will help with the legislators who may hold over and be members of the 68th Congress.

# BIG CAMPAIGN TO END FIRE WASTE

The United States Chamber of Commerce has become actively interested in the national campaign against fire waste. At a recent meeting in the headquarters of the Chamber in Washington, attended by representatives of national organizations interested in fire prevention work, Julius H. Barnes, president of the National Chamber, pledged the support of the organization in the movement. The National Chamber will work in the campaign through its fourteen hundred member organizations. The conference voted to appoint a general committee to co-operate with the National Chamber in the conduct of a national fire prevention program.

# AN APPEAL FOR THE SCIENTIFIC

By Dr. E. G. THOMSSEN

The idea is more prevalent among manufacturers of toilet articles and cosmetics, than probably in any other industry, that practice outshadows science to such an extent that the latter finds very little opportunity in this field. In very few branches of manufacture does one find so few scientifically trained men. It is really an unfortunate condition that so large an industry should be dependent upon darksecret-formula men, a highly trained nose or other rule of thumb methods rather than upon exact scientific data. The facility with which many of the raw materials entering into such manufacture are adulterated in itself shows the necessity of chemical control. In the analytical laboratory alone, where any quantity of raw material is purchased a trained chemist can earn his salary many times over. In addition to this very practical saving the improvement of manufacturing processes he may install through chemical knowledge will lead to other economies and betterment of the products. To drive home the question of science in manufacture, a comparison of the workings of the trained man as against the man who depends upon his practice may not be out of order. It is not the writer's intention to discredit information gathered by practice nor to set up the scientist as the ideal. The intention is rather to show how the reverting to chemical or physical tests will far surpass any other methods as far as results obtained are concerned. These results do not necessarily imply making a good article cheaply.

To the ordinary man without scientific training various powders, such as sine oxide, tale, or starch, appear very much the same. He knows they are sold at different prices, are used in face powders, are of different weight, feel and color. In fact, he is dependent upon his knowledge of the properties of these substances through what he has learned by appearance, touch, taste, odor and most generally what somebody else has told him regarding the purity and merit of these, for example, for use in face powders. He uses them because his formula says so. There is more of the imitative and less of the creative in his utilizing these for the desired result. The man who has been trained in theory as well as practice takes a very different viewpoint. If he does not already know the properties, he makes use of the information which has been discovered and recorded by his compatriots, dead or alive. Thus he distinguishes these various powders as very different substances. For example; he sees beyond the ordinary white powder of zinc oxide and knows it is a combination of the metal zinc with the gas oxygen; he knows it has medicinal value because of its astringency; he sees the possibilities of lead oxides or other adulterants creeping in; he knows it is a stable combination and the chemical and physical properties which go therewith. He uses his imagination and visualizes what will happen when it is added to tale, magnesia, or zine stearate to make a finished face powder. He works over in his mind whether it is really adaptable for this purpose or whether it is used on someone's say so. In the same manner he knows all about tale and starch. He is trained more toward the creative than the imitative. He uses his products more intelligently.

This rather crude illustration is even more apparent when we deal with the more complex substances such as the essential oils, synthetic perfume materials and flower oils. It is a lamentable and well known fact that here adulteration is often practiced. This is to a large degree due to the consumer rather than the producer. The buyer often puts a premium on price and some producers please him by adulteration to

# **OUR ADVERTISERS**

A. M. TODD COMPANY

Growers, Distillers and Refiners of Essential Oils Kalamazoo, Mich., U. S. A.

American Perfumer & Essential On. Review, 14 Cliff Street, New York, N. Y.

Gentlemen: We are very well pleased with the results of the advertisements which we have run in your publication, and are convinced that your magazine is referred to very generally by the trade.

Very truly yours,

A. M. TODD COMPANY.

P. H. Todd, Secretary.

meet his cost. A trained man knows what adulterants to look for and how to distinguish them and can judge whether

price or quality should be the consideration.

Taste and smell are more far reaching than chemical or physical tests in the detection of some impurities. For example the fishy flavor of storage butter is very evidem to the taste yet the problem of determining the substance causing this has puzzled and thwarted the chemist for years. Nevertheless he has discovered a method of overcoming it. An impurity not subject to determination by the most accurate chemical analysis may spoil an otherwise beautiful flower oil. This does not, however, deter the chemist from seeking the causes which produce that impurity, even though he cannot place his hands upon the impurity itself. Thus it is with the analysis of oils. Merely because the nose is more sensitive than the analytical balance or burette is no reason why science should be cast aside in its favor, What is good to the nose today may have disappeared in a few months, due to skilful blending to fool the nose. Chemical analysis beforehand might have forecast this very result.

The greater fostering of science in our industry is bound to produce a favorable result. One of the hopeful signs is the inauguration of a course in cosmetics from the scientific standpoint in one of our metropolitan universities, is the faint agitation for standardization of various perfume This has not met with a very enthusiastic reception and all sorts of opposition is heard regarding its possibil-It is, however, a step in the right direction and is No one really has anything to fear on bound to come. standardization who is making pure goods and many should find that their products would even surpass in value the requisitions any fair minded committee may institute. Not only this, but the moment manufacturers realize their goods are being examined by a trained expert, the result will be a decided improvement in their quality. It will also give those who manufacture articles of better value than established standards an opportunity to prove the true merit of their wares. Standards usually represent average quality and only those having commodities below the average should oppose any such forward movement unsurmountable as it may seem.

It is then the purpose of this article to appeal for more of the scientific in manufacturing methods; the fostering of ideas based upon scientific viewpoints, seeking to improve the standard of raw materials entering into our products and a more general employment of the trained man as against the

dark secret formula man in this industry

# Labels in German for Eastern Switzerland

Toilet articles intended for submission to the public in castern Switzerland, and having any printed matter at all relating to their use or advantages, should have that matter in the German language, or they will find no favor with the general consumer, says Vice-Consul Marc T. Greene, St. Gall.

# OUR 1923 SURVEY OF PERFUMERY AND TOILET GOODS INDUSTRIES REVEALS GREAT PROGRESS AND EXTREMELY BRIGHT CONDITIONS

Greater Number of Members of Association Have Given Their Views Than Ever Before and Nearly All Important Firms Are Represented, Many Giving Valuable Suggestions and All in Most Optimistic Mood—

Some Ideas Are Aggressive in Working Out the Future

It has been our custom for some years to call into consultation with us at the Yuletide of every New Year the members of the old Manufacturing Perfumers' Association, now the American Manufacturers of Toilet Articles. The resulting Symposiums have always been beneficial, but no previous one has covered the field in all its aspects like this one. It is to be regretted that again, as formerly, some members of the association have preferred to have their views printed anonymously. Their wishes of course we have had to respect, but their opinions and suggestions are embodied in the review in the Editorial Pages. No opinion that came to us has been ignored.

Gilbert Colgate, who needs no introduction to our readers, leads off with a masterful survey of conditions generally in the perfumery and toilet goods industries, with pertinent comments. He is followed by other leaders in the industries and every word practically of what goes after in this Symposium is worth reading and should be helpful and beneficial to all concerned. Mr. Colgate has the floor:

# Industry on Strong Foundation and Outlook Bright

Gilbert Colgate, President of Colgate & Co, and President of the American Manufacturers of Toilet Articles: I consider that we may look forward with confidence to the year 1923 being a better husiness year than 1922. Our association enters the new year better equipped and more enthusiastic than ever to work for the welfare of our industry. Most business houses, like people, are distinguished by the energy which animates them and as a body representing the American Manufacturers of Perfumery, Soap and Toilet Articles we are in a position to exert a continuing beneficent influence on an industry which lends itself so vitally to the well being, hygiene and comfort of all individuals at large.

The general recovery of the business depression in 1921 and 1922 due to the inflation caused by the war has been on the whole conservatively handled. Merchandise and stocks have been liquidated, and present inventories are now sound and proper as to prices, and this condition among manufacturers of our industry gives us all a strong foundation. The recent holiday business has been good. Merchants have bought freely this last Fall. The consumer purchased, well and stocks now held by the wholesaler and retailer are moderate. This means a quick and rapid resuming of business after the New Year.

General employment of labor has increased steadily for the past few months. This in itself is a sure indication of the trend of the times. Reports that I have received from the retail trade throughout the country are cheerful and optimistic. There seems to be a more wholesome and better feeling. The domestic problems confronting us as a nation are ones that affect us all, and should be solved by counsel and thought and in not too hasty a manner. Dissatisfied or selfish elements should not effect class legislation so that the minority dictates to the majority.

Foreign markets have been somewhat unstable and will continue to be until the German reparations question be-

comes more adjusted and the currency question with foreign countries bears important influence in seeking additional husiness in the world's markets. However, the United States Department of Commerce records show good progress made in winning back some important fields badly disrupted the last few years. The business situation on the whole is favorable to our industry and the new tariff as applied to ous business gives considerable faith in the prospects ahead for 1923.

# 1923 to Set New Record in Sales of Toilet Goods

Northam Warren, President of the Northam Warren Corporation and First Vice-President of the American Manufacturers of Toilet Articles: We confidently expect 1923 to be the best year in our history. We have never started a new year with brighter prospects. Stocks of our merchandise on the dealers' shelves are low and goods bought will be used for immediate consumption. With the exception of a few retailers who took "fliers" in German goods and other unbranded merchandise and who are obliged therefore to curtail their purchases of nationally advertised goods, the trade as a whole is buying liberally and are featuring advertised goods as never before.

Collections are excellent, labor is plentiful and raw material is of a higher quality than for many years past,

We expect 1923 to set a new record of sales in the toilet goods business.

# "Quality" Important on Great Rising Waves of Demand

Edwin Sefton, Vice-President of Harriet Hubbard Ayer, and Second Vice-President of the American Manufacturers of Toilet Articles: It has been quite patent to us that with the beginning of the year 1922, in January, to be exact, the buying public was "abroad" in our land; that is to say, the ultimate consumer in the United States of those of our products—i, e., Perfumes, Toilet Waters, Cosmeties, and like products—was always ready to purchase such of these products as had become actual necessities for the toilet.

This condition gradually improved until the year 1922 culminated in December with immensely increased sales of toiletries. Our view of increased business was so strong that we would not permit our stock of raw materials to be lowered beyond a two months' supply at least.

That the year 1923 will prove to be one of the greatest in all time seems meritably to come to those of our manufacturers who know how to properly manage their concerns.

We cannot expect any concern, foreign or domestic, to survive the test if it thinks that the American public is indifferent to quality products and offers plain junk instead of quality. The American public is now a very discriminating one, and while it is led astray from time to time by lurid and untrue advertising, it comes back to quality lines.

lurid and untrue advertising, it comes back to quality lines.

True it is, that attractive looking packages create sales, but if those packages do not contain quality products there are few repeat sales. So, in order to create a new high record in the volume of sales of American made perfumes and toilet preparations, let each manufacturer look first to the quality of each of his products, and when he has done this his then highly sensed imagination will indicate to him containers of a proper and attractive character to comport with each item.

The manufacturer who is well satisfied with his products and the containers thereof is standing still and the sales of his products will be reflected by his state of mind.

Our view is that he who is perfectly well satisfied with

himself, his products and his method of doing business, will gradually find himself being pushed to the side lines.

We think you can be of incalculable value to all of us engaged in the manufacture of perfumes and toilet preparations by driving home the necessity of improving the quality

of our products.

Through the medium of your valued magazine you could, if such coincided with your views, encourage not only legitimate competition in sales but a more keen competition in quality of products.

# Preparing for a Greater Volume of Business

G. A. Pfeiffer, President of Richard Hudnut, New York: Our concern faces 1923 with a feeling of confidence. ditions, except for the foreign situation, seem to us more favorable than a year ago. Our collections have been good and we are anticipating and preparing for an increased volume of business in 1923.

Replying to your inquiry as to what is most needed to establish a new high record in volume of sales of American Made Perfumes and Toilet Preparations, our answer is, to correctly interpret consumers' demand more attractive and higher quality of products. demand and supply

We feel your journal can best serve our industry by encouraging in your columns domestic production of raw material, both chemical and floral and by continually emphasizing the need of domestic manufacturers giving service

and value to both dealer and consumer,

# For Closer Co-operation of Manufacturers

V. Vivandon, Inc., R. H. Aronson, Vice President, New York. We look for a substantial increase in the volume of business during 1923.

Collections are good.

To establish a new high record in the volume of sales of American-made perfumes and toilet preparations, in my opinion closer co-operation, perhaps we might say closer contact between the manufacturers, would go a great way towards increasing the volume of our sales.

I believe that if the leading manufacturers would get to-

gether and discuss frankly, methods which would get increase sales, a great deal could be accomplished, and many of the evils which now exist could be eliminated. I believe that your medium could be very useful in bring-

ing manufacturers together according to my ideas, as expressed in the above paragraphs.

# Outlook Brighter Than for Several Years

Lazell Perfumer (O. J. Catheart), Newburgh, N. Y. The outlook is much brighter than it has been for the past several years. We are looking forward to the biggest year in our history.

# Better Appreciation of American Women Desirable

A. P. Babcock Company (H. Henry Bertram, President and General Manager), New York. So far as we can see, the indications for an increase in the volume of business for 1923 are exceptionally bright. Collections have been, on the whole, fair-in most parts of the country, good.

In our opinion what is most needed to establish a new high record in the sales of American-made Perfumes and toilet preparations, is a better appreciation on the part of the American woman of the real improvement in American-made articles at this time. The foreign mark still wields a very potent influence. Real progress in appreciation of American-made perfumes has undoubtedly been made and will continue to be made from now on,

# Finds Present Soap Trade Outlook Encouraging

William L. Schultz, President of the Lightfoot Schultz Co., Hoboken, and Member of Executive Board of the American Manufacturers of Toilet Articles: The present outlook is encouraging and we look for a decidedly increased business, providing raw materials do not advance, compelling the retailer to increase his selling price to the consumer. If the retail price must be increased it will

undoubtedly decrease the public's purchases. Collections are fair. As we are interested only in soaps we think the quality offered by the American manufacturers should be improved in perfume value so that the goods made here will equal those coming from France.

# Demand for Toilet Requisites Grows Fast in Volume

A. A. Vantine & Co., Inc. (F. J. Atkinson), Long Island City, N. Y.: The last six months of 1922 showed a volume even exceeding our expectations. Reports from all over the United States, from our customers, are most encouraging and we are expecting these large monthly increases of 1922 to continue during 1923.

We find collections unusually good, far better during the Fall of 1922 and at the present time than in the Fall of 1921, and this same time last year.

It is our opinion that a record volume of sales of American made perfumes and toilet preparations can be made in 1923 easily by improving the quality of the product, improving the container and the finish of the product, better service to the trade and intensive national advertising.

# Suggests Creating a Greater Consuming Demand

Peet Bros. Mfg. Co., N. N. Dalton, Vice-President, Kansas City, Kunsas: We expect a substantial increase in volume of business in 1923. Collections are very good, but credits are still worthy of careful attention.

To establish a high record in volume of sales of perfume and toilet preparations, more consuming demand must be

# Collections Better Than for a Number of Years

Daggett & Romsdell, New York, N. Y .: Our expectations for 1923 is it will show a very satisfactory growth in sales volume compared to 1922, which was for us entirely gratifying.

Collections for the last twelve months and at the present

time have been better than for a number of years,

# Perfume Outlook Bright; Soap Situation Not So Good

Allen B. Wrisley Co. (Geo. A. Briggs, Second Vice-President), Chicago, Ill.: We are generally very optimistic on the business outlook for 1923, especially in our perfume department. We have new packages that ought to stimulate our business considerably.

In our soap department conditions at present are most uncomfortable, as the raw material market, tallow, grease, etc., are very high at the moment and this increase in cost

has not been passed to the retailer generally,

We feel that when all the manufacturers make the necessary increases for protection it will slow up the soap business somewhat, which in turn should affect the raw material market bringing prices down to normal. Next to food, soap is the most necessary thing in life, whether or no.

# Timely Ideas on Increasing Toilet Goods Trade

Odo-ro-no Co., Mrs. Edna Albert, President, Cincinnati, Ohio: It is our belief that business on standard and established toilet goods should show a substantial increase in 1923, fundamentally, because of improved credit conditions. and the improved financial condition in the drug trade will naturally mean the maintaining of better stocks of established items.

There has been a decided improvement in collections in

our business during the last three months,

To establish a new high record in the volume of sales of American-made perfumes, it seems to us that more advertising and publicity should be used to educate women out of the unfounded predilection for imported perfumes.

To establish a higher standard of the sale of American-made toilet preparations for this year, we believe there is no better formula than the fundamental one of making the best possible products, putting them into artistic and serviceable packages, giving the trade the best possible service on them, and putting behind them the best and strongest possible advertising.

In line with this belief, we are adding greatly to the cost of our principal product this year by an improvement in the package, which will improve its service and convenience to the user. We are improving and increasing the cost of our packing to increase the jobber's convenience in handling and reshipping.

We can think of no way at the moment in which you can better co-operate with manufacturers like ourselves. The American Perfumer & Essential Oil Review is read and used by our chemists and purchasing agent, as well as by the writer.

Optimism Strong in Middle West and Southwest

Meyer Brothers Drug Company (by E. F. Helbig), St. Louis, Missouri: Conditions in the Middle West and Southwest seem very favorable for a decided improvement in the volume of business for 1923.

We are very optimistic as the year has started with a big volume of orders and we are shipping more merchandise daily now than at any time during 1922.

Stocks are low in the retail stores, unemployment has decreased, and increased consumption all lines may be confidently looked for on account of the increase in

purchasing power of the people generally.

We feel that 1923 will be a very good year, as good as could be expected in view of the disturbed conditions in Europe, which will affect our exports adversely, especially agricultural products.

# Perfumers Hiding Light So Far as Soaps Are in It

J. Eavenson & Sons, Inc. (E. W. Bartram, Sales Manager Toilet Soap Department), Camden, N. J.: We look for at least a 50 per cent increase over 1922 toilet soap sales. This figure to us is very conservative. Our percentage of increase over 1921 was higher than that.

On the whole, collections seem to be very good, with the exception of the smaller druggists, who have a tendency to be slow in pay. We are not having any losses in accounts so far.

We feel that the American Toilet Goods Manufacturer is hiding his light under the bushel as far as soaps are concerned. Through the medium of soap, perfumers universally sell the public their odor, and it can be done in a very effective way, as it would be brought to the user's attention a number of different times in the day. We also want to impress upon the perfumers that it is essential that a greater percentage of perfume be incorporated in their soaps than is now being done by the average perfumer. This is proven to us by the imported lines.

# Expects 1923 to be Greatest Selling Year

C. H. Stuart & Co., Newark, N. Y., by Paul D. Newton, General Manager: Our experience in 1922 would indicate that business is on the up grade, as we continued to increase our business month after month and as the year progressed the increases became larger and it is our opinion that 1923 will be the biggest selling year that we have ever had.

Our collections have been very satisfactory and appear to be getting better.

Right here we want to express our appreciation of the splendid journal which you edit. It is a source of inspiration and encouragement. We know of no finer trade journal in the world.

# For Higher Tariff; Ban on Misleading French Labels

Willis H. Lowe Co., Manufacturing Perfumers, Boston: We consider the business outlook for 1923 much more promising than that of 1921 and 1922, but do not expect normal conditions, although we do expect a substantial increase in volume.

Our salesmen cover the entire United States and all report stocks low, but no inclination to place orders beyond present requirements.

Present requirements.

You ask what is most needed to establish a new high record in the volume of sales of American-made perfumes

and toilet preparations.

Our answer would be, increased tariff on foreign made toilet articles, also stringent laws against selling American-

made good under fictitious French names, or misleading labeling, such as the enclosed. This is only one of many on the market.

[Enclosure: Jardin, Paris, Boston, Trading as American Toilet Goods Co., Inc., Manufacturers and Importers, 40 Harrison Ave., Boston, Mass., U. S. A.]

# Collections Good and Good Business is Looked For

H. K. Welch, Treasurer of the J. B. Williams Co., Glostonbury, Conn.: While we look for good business this year we do not see any reason why there should be any abnormal increase. Collections with us are fairly good. As to what is needed to establish a new high record in the volume of sales, we would say that we don't think we have an answer. We wish we had.

# Higher Tariff Suggested on Finished Goods

Herbert Royutone, Inc., New York City: Substantial increase in volume of business in 1923 is looked for. Collections are good. What is needed? Higher tariff on finished goods, or stamped "Made in U. S. A.," when goods are finished here.

Stop Imitating Foreign Goods; U. S. Goods the Best French Cosmetic Manufacturing Co., Inc. (F. A. Schwannecke), New Rochelle, N. Y.: Taking only into sideration the cosmetic branch of the allied industries, would say that we look for a substantial increase during 1923, particularly on the compact end of the cosmetic business.

There are two reasons for this: The use of compacts is becoming more popular and is to a certain extent taking the place of the loose face powders.

On the other hand, there are more manufacturers of commetics appearing on the horizon every day. This, of course, produces a large supply. It is a known fact that when a supply of any particular item is produced the demand will increase.

As far as the French Cosmetic Co. is concerned, we more than doubled our business in 1922 over 1921 and expect the same results for 1923. In regard to collections, would say, that during the latter part of 1922 we found them very good and more steady than the early part of the year.

What is mostly needed to establish a new record in the volume of sales of American-made perfumes and toilet preparations, is to produce good real merchandise and not try to imitate the foreign line. In other words, we have quite a number of manufacturers who produce an inferior grade of merchandise and try to get a long price. This kind of merchandise tends to destructive instead of constructive business.

As to how THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW can better cooperate with the manufacturers, would say, that we have no criticism to make along these lines as we feel your service so far has been the best and cannot be improved upon.

# Head of New York Allies Is in Optimistic Class

F. J. M. Miles, of Cheramy, Inc., and President of the New York Perfumery, Soap and Allied Industries Association: We look for substantial increase in the volume of business for 1923. Collections are good. I believe you are ever alive to the situations that are helpful to the perfumers and allied trades and have nothing to suggest. I am looking forward to your January issue with much interest.

Trade Grows, But French Irresponsibles Are a Menace Oakley & Co., New York, by Joseph H. Calisher: We closed our business for the year 1922 on December 31 with a very satisfactory increase over 1921. I think that conditions will be very much improved in 1923, and there ought to be a larger volume of business.

Our collections have been very satisfactory, and if we do not get more business in 1923 than we have had in 1922, it will not be due to the legitimate competition among American manufacturers, but to the influx of French perfumes and face powders into the American market. This

is the most serious proposition that the American manu-

facturer will have to contend with.

French firms with no reputation in Paris have flooded this market with perfumes in an effort to establish a trade on the same, and after months of unsuccessful experience in marketing a foreign perfume for which there is no demand, in order to realize on the stocks that have been imported they offer these goods to our customers at most ridiculous prices. I have found innumerable cases of this kind among our customers, and there is no question or doubt that to a very great extent propositions of this kind work to the detriment of the American manufacturer.

My last trip of five weeks throughout the large cities of the West was the most satisfactory that I have had in several years. As previously stated, I found the class of trade with which we do our largest business—namely, the department store—ready and eager to buy foreign goods of the character as mentioned at a price. The new tariff of the character as mentioned at a price. The new may obviate this in 1923, at least it is to be hoped so.

# Good Steady Slow Increase; "Service" a Big Need

Kolynos Co. (C. D. Dunlap, Assistant Secretary), New Haven, Conn.. We do not look for any unusual increase of business during 1923. A good steady slow increase we think will be the best proof that we are headed for a more normal return of business and not to an inflated con-

dition. Collections are good,
"What is needed?" is a rather hard question to answer, but we would say that the principal trouble with a lot of American manufacturers at the present time is a lack of their understanding of the word "service" and a lack of consideration for their customers' finished product. If every business house in the country takes pride in the quality of their customers' finished product through the use of their own raw materials, our own idea is that domestic buying will increase and the foreign source will not get as much of the business as they have up to this time.

# Good Business Expected in Perfumery Products

Pritchard & Constance, Inc., London and New York We expect good business during the present year. Collections are normal, by which we mean the dry goods and jobbing trades are remitting promptly, and the druggists

are paying as usual. Regarding what is most needed to put us all in Rolls-Royce cars, we puzzled our brains for several minutes over this question, and finally-to paraphrase the countryman and the camel—we decided there ain't no such answer. Anyway, we'll bite; what is it? Your publication is quite

unique and very welcome as it is.

# Urges Propaganda to Kill Foreign Superiority Idea

La l'alliere Co., Henry E. Chambers, Treasurer, New Orleans, Louisiano: We look for not only a substantial increase in our business the coming year, but a very substantial one. Collections are quite good now and seem to

he improving right along.

To our mind, nothing would help to establish a new high record in the volume of American-made perfumes and toilet preparations than a systematic propaganda to get it out of the average mind that foreign perfumes and toilet articles are better in quality because generally priced higher. A propaganda to like effect in Latin-American markets would boost our business also.

# Product Should Measure Fully Up to the Advertising

Boncelli Laboratories, Inc., Indianapolis, Ind. (Crown Chemical Co., H. J. Burgess, Advertising Manager): We are using our advertising plans for 1923 upon the presumption that business is going to be substantially increased. In fact, indications point to this from every standpoint. Our collections have been better within the last six months than they have been for some years past.

We will not go on record as stating what we think should be done to better the sales of American made cos-metics, but we do believe that if American manufacturers as a whole would give as much thought to the merits of a product as they do to containers, they would soon establish an air of confidence on American made goods. In some cases, advertising is many times better than the product itself. This, of course, is a boomerang and does not tend to increase the popularity of any product.

# For Peace. Reasonable Taxes and Volstead Modification

John Blocki & Son, Chicago, Illinois: We look for a substantial increase in the volume of business in 1923. Collections are good. "What is most needed?" Peace, reasonable taxation and modification of the Volstead act.

# Higher Quality Keynote to Optimistic Trade Plans

Trece Laboratories (A. E. Mullen, Assistant General Manager), New York City: The tremendous increase in the demand for products of our manufacture leads us to believe that our associates also manufacturing for the perfumery trade will ride high on the tidal wave of returning prosperity. On the closing day of 1922 we had contracts on file for orders to be delivered that would have taken six months to deliver at our old rate of production at that time; and those who have visited our plant have marveled at our equipment for quantity production.

One of our first steps this year was the placing of orders for additional machinery and equipment so as to take care of the constantly increasing number of new accounts coming to us as well as to insure prompt deliveries of our contract orders.

As concrete evidence of our optimism for 1923 we are pleased to advise that by February 15 we will have plans formulated and equipment installed that will increase our production volume 50 per cent over last year.

There is certainly no originality in expressing the opinion that our only means of increasing the volume of sales of American made perfumes and toilet articles is to constantly strive to increase the quality of our products.

The American woman of today is surely not looking for cheap rouge or perfume. The best is not one whit too good, and it is our conviction, borne out by our experience, that the greatest demand will always exist for those products of superior quality.

The impression held by some of the general public that the best rouge is made abroad is surely a fallacy, as the writer has personally seen rouge that was made abroad that was absolutely of a quality inferior to any produced in this

The Trece Laboratories, spending huge sums in experimental work for the purpose of perfecting the processes of rouge manufacture to the highest degree, feel that quality, not price, is the guiding motive that will influence pur-chasing all down the line from the perfumer to the consumer; and that this policy maintained by the manufacturers for the perfumery trade will be of great import in putting over a splendid volume of business for all in 1923.

# Holiday Buying to Stimulate the Renewal of Stocks

C. W. Jennings, President of the Jennings Manufacturing Co. and the Jennings Co., Perfumers, Grand Rapids, Mich.; We look for and no doubt will have a substantial increase in the volume of our business for 1923. It is our observation that the stocks of perfumery were very much depleted in the late holiday buying. Money seems quite plentiful in the smaller size towns and collections are quite satisfactory in the Middle West. On the whole, our business for 1922 has proved to be satisfactory.

# Toilet Goods Outlook Decidedly Encouraging

E. W. Hoyt & Co. (A. D. Sargent), Lowell, Mass. The outlook for business during 1923, viewed from present conditions as observed by us, is exceedingly encouraging. Evidently the holiday business depleted stocks in the hands of the retailers and the wholesalers find their reserve stock in need of prompt replenishment.

The volume of business placed with us during the first two weeks of the new year is most marked and considerably in excess of the same period a year ago. However, we are not unduly elated or optimistic. What the future has in store for us is a problem. Business men in New England are looking forward hopefully to the next six months.

continued unsettlement in Europe, the shortage of labor, and the attitude of the wage workers in renewed demand for increase in their pay, cannot, in the opinion of business men in this section, but have a tendency for manufacturers to move cautiously, but with the hope that merchants and consumers may continue to buy merchandise at the higher prices which, in all probability in the near future, will be forced upon us.

If in our province to extend a word of advice to manufacturers of toilet requisites, we would call attention to the fact that the women of America, the ultimate consumers of perfumery and allied products, are becoming more discrimi-nating. Very readily do they distinguish the superior product. Manufacturers do well not to lose sight of this most important fact and it should tend to increase their ambition and efforts to make the toilet requisites made in America the best in the world.

Tremendous Strides in Use of Cosmetics to Keep Up

Willard Ohliger, President and General Manager of Frederick Steams & Co., Detroit, Mich.: We are starting into 1923 in a very optimistic frame of mind. Of course, there are disquieting features abroad, and we still have unsolved problems at home. And, in weighing the possibilities of the future, all of these things must be taken into consideration. At the same time, we have been constantly getting on a more solid foundation, and every day are getting farther away from unnatural conditions brought about While the cost of living compared with inby the war. comes among all classes may still, here and there, not be in the best ratio, as a whole we start 1923 on a more sane basis than we have been for some time.

In the toilet article field it has been demonstrated that the wonderful increase in the use of cosmetics has not been merely because of the tremendous increase in earning power of the people, or, if it was because of that fact, women of the country found that making themselves more attractive is a duty they owe to themselves and their friends. Purchases in the latter part of 1922 very plainly indicate that, once having found the real value of the judicious use of toiletries, women are a long way from ready to discontinue. As a matter of fact, all signs point not only to a continuation, but to an increase of the tremendous pur-

chases of cosmetics in the last few years,

# First Half of January Shows Nice Increase

W. W. Baldwin, Baldwin Perfumery Co., Chicago, Ill.: We are looking forward to 1923 as one of the best years we have seen in some time in a business way,

The first fifteen days of January have shown a very nice increase over the ones of 1922. If this can be used as a criterion for the year's business there is no doubt but 1923 will exceed any other in business.

Collections have shown an improvement in the last three months. If they will continue to improve at the same rate in the next six months, we believe things will be back to a normal condition and everyone enjoying prosperity.

# 1923 Trade Is Starting Off Strong and Steady

J. E. McBrady, J. E. McBrady & Co., Soaps and Perfumes, Chicago, Ill.: I look forward to this year as going to be a very prosperous one. From the first day of January, it indicates a very strong and steady growth.

Merchandise in almost every line seems to be going up in price, and what makes me think that is a fact, is because the labor market is very strong. I notice almost every place, that there is a great deal of building construction going on and labor is scarce, wages are high and are going

to stay high.

So long as the working man and mechanic can get good wages and make lots of money, there will be lots of money in circulation all over the country and that will mean good business for everybody who is deserving of it.

# January Mail Orders Eclipsing the Record

G. C. Weil, Klinker Manufacturing Co., Toilet Articles, Cleveland, Ohio: We consider it rather early to make any predictions regarding 1923. However, we have never had as many mail orders during the first two weeks in the mouth of January as we have had this year, which seems to indicate not only that stocks are low but that the retailers are

ready to buy goods.

Our salesmen start out January 15 and, of course, a more intelligent estimate of conditions can be formed after they have been out a few weeks. We ourselves feel very optimistic and at the present time are employing as many people as we were during our busiest time last October and November and, what is more to the point, we are keeping them all busy.

I want to repeat what I have written you many times hefore, that you are publishing a mighty good magazine and all of us derive a great deal of benefit and pleasure from

it every month,

# Sees Bright Outlook for American Toilet Goods

Kiefer-Stewart Company (Bert O'Leary, Specialty Department), Indianapolis, Ind.: We think the outlook for 1923 is exceedingly good. We feel that the year will be a good one in the line of toilet preparations. We believe that with the increased duty on foreign perfumes, it will very materially increase the sale of the American made product. There is no question in our minds but what the American manufacturers of perfumes and toilet preparations will produce, and are producing, perfumes of very high quality, equal to anything of foreign manufacture, and, in our opinion, all that is required to increase the sale of the American made product is to have the duty high enough on the foreign made products so as to prevent foreign products underselling the American made goods,

Our credit department reports collections very good. We appreciate the good work being done by The American Perfumer & Essential Oil Review. We believe that CAN PERFUMER & ESSENTIAL OIL REVIEW. you have the right angle on how to assist the American manufacturers of persume and toilet preparations so as to make American goods of this character the leaders. We value your publication very highly-would hate to miss a number.

# Favors Co-operation and Urges Essential Oil Tests

Mmc. Ise'bell's Toilet Manufacturing Co. (W. T. Mason), Chicago: We are looking for substantial business increase in this year. We also think that collections will be better than in any year before.

In our estimation there is needed most the co-operation of manufacturers and an establishment to analyze essen-

# Will Push Business by Developing Many New Ideas

Adolph Klar, New York City: That there will be a considerable increase in our business during 1923 due to the fact that we expect to expend special effort in developing new ideas and many interesting items of quickselling possibilities. In fact, we have increased our facilities in anticipation of the response to new numbers, new containers and new plans for sales promotion. The hand decorated rouge and face powder vanities, lip sticks, etc., have been warmly endorsed by the trade; and our art department and special service department have both been considerably enlarged.

As we sell only to high grade houses of good reputation, we have had no bad accounts or trouble with collections.

What is most needed to establish a new high record in the volume of sales of American-made toilet preparations is the proper advertising of good merchandise. Dependable goods decently presented to the trade bring results, en-courage repeat orders and result in that basic satisfaction on both sides that is the fundamental of good business,

# Nothing Abnormal in Sight; Normalcy Returning

C. Mahlon Kline, President of Smith, Kline & French Company, Philadelphia: At the present moment we are having a great rush of orders, probably the result of very conservative buying before the holidays. We do not anticipate anything abnormal during the year. We think business will show a slight gain over last year, but nothing unusual. We expect to see some commodities swing pretty badly out of line owing to the fact that because of heavy

stocks at the beginning of last year they were not produced

or gathered in sufficient quantity.

We expect during the year a gradual return to normal and we will all become accustomed to expecting to exist on a reasonably small profit and forget the dreams of sudden wealth that have been distorting our vision during recent

# Substantial Increase in Business is Predicted

Vail Brothers, Philadelphia, Pa.: We look for a substantial increase in business in 1923. Collections are good, with few exceptions. There is no room for betterment in your co-operation with our industries.

# Business Outlook in Toiletries Seems Phenomenal

United Toilet Goods Co. (A. Mosheim), New York: From all present appearances the business outlook for this year seems to be phenomenal. The trade in general is extremely optimistic and I base this assertion upon pure and simple facts. We have been receiving continual inquiries for new lines and new merchandise during the last two months, which in itself is a wonderfully encouraging sign.

There is every reason to believe that the toilet goods manufacturers in general should double their past business

during the coming year.

# Will Give Masses, as Well as Elite, a Chance to Buy

Mills Brothers Co. (American Products Co., C. M. Mills), Cincinnati, Ohio: Prospects in our business look unusually large for this year, as our products are sold entirely direct to the home through our representatives and as everyone seems to be well employed at the present time and having plenty of money, it is making merchandising in our special way much easier as it is easier for our repre-sentatives to secure an order for our products by calling direct to the home, for there seems to be plenty of money at the present time.

It is our intention to carry on a very large advertising campaign during the year on "Zanol" Quality First Products, in which line is included our perfumes, toilet preparations, etc. We had a substantially large increase in our business last year and we are hoping to increase it in the same proportion this year, and prospects in our line certainly look better this year than they did last year at the same

time.

The money that is being made today is being made by the masses with whom we are doing business and we believe that if the average perfume and toilet preparation manufacturers would put out their line to the masses instead of the small percentage of the elite in this country, that they would meet with much better success.

# Would Push American Made Goods on Own Merits

Beecham's Laboratory (J. G. B. Newhard, Manager), Oscawona-on-Hudson, N. Y.: Naturally we do look forward each year for a substantial increase in business, and from all indications of the first week's business of the year, we feel that our expectations are going to be fulfilled, for this has been a banner first week.

Last year was unusually good for collections with us and we started this year with a clearer ledger than ever, although our volume of business last year was the largest

we have ever enjoyed.
"What is needed?" Co-operation of the manufacturers, and we know of no better way to co-operate than in joining the American Manufacturers of Toilet Articles and giving all support possible, even though small, by having all employees, whether demonstrators or not, talk up American made perfumes and toilet articles on their own merit, getting away from the fallacy of invariably comparing American made perfumes and toilet articles with an imported one, which in the most of cases is the convincing acknowledgment, to the patron's point of view at least, that American manufacturers use imported products as their standard, which is or should be far from right.

Stop all use of foreign addresses on labels, packages, etc., unless the goods are really made, packed and ready for sale at said address, as we all know that from time to time we do use some imported concretes, etc., even though we should not advertise it. The slogan for 1923 and for all time should be "Made in U. S. A.," and proud of it—so proud, in fact, we should brag about it.

We can not see where you can co-operate any more than you have in the past. We have watched and noted with pleasure your wonderful strides for the betterment of all concerned. We reiterate that THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW is indispensable in our business, becomes are clear with homogenium of the days review. keeping us alert, with happenings of the day, saving us money in purchasing, by your wonderfully large advertisers, and making us broader in our views, by telling us what the other fellows' views are, something we never have had excepting from your journal.

# Would Educate Public on Essential Oils Being Same

Marinello (H. M. Chamberlain, Manager), La Crosse, Wis.: We are looking forward to a substantial increase in the volume of business in 1923. During last year collections were not as good as we would like, as money seems to have been rather scarce. However, this condition we believe will be greatly improved this coming year.

In our opinion an essential factor needed to establish a new record in the volume of American-made perfumes and toilet waters is more publicity of truths regarding American-made products. For instance, a large percentage of our people in America do not realize that the same oils are used in the compounding of American perfumes as in the compounding of imported perfumes, the general opinion being that foreign products are superior to American made products.

We also believe that it behooves American manufacturers to guard against the passage of laws which would tend to prevent us from competing effectively with foreign manufacturers, and appreciate the good work that has been done by the American Manufacturers of Toilet Articles in this

# Tariff Will Help to Meet Foreign Competition

Emil Tausig, President of the Empress Mfg. Co., Inc., New York City: We are pleased to state that 1922 was quite a successful year for us and our sales as compared with 1921, increased 18 per cent.

The demand for toilet preparations is constantly increas-This, we believe, is not only due to the growing use on the part of the ladies, but also to the improved quality of the toilet preparations which makes many of them equal to some of the imported. Of course, it will require a good deal of education to convince the American ladies that some of the American products are equal to the imported ones.

We are looking forward to a larger volume of business in 1923 and are led to believe that the higher duties imposed by the new tariff will contribute to a great extent, to meet

the foreign competition.

# Very Busy, with No Indications of a Let Up

W. J. Noonan, of the T. Noonan & Sons Co., Barbers' Supplies, Boston, Mass.: Regarding business conditions and the outlook for this year we are pleased to state that there are no indications that this will let up within the near future.

# Advocate Coué's Treatment for Business Pessimists

Garwood Company (W. H. Garlinger, President), Philadelphia, Pa.: We are not harboring any delusions that the business situation is ideal for 1923, because we believe that the underlying conditions of the country are far from being favorable, but we see an increasing awakening to conditions as they really are among the business and political leaders and a substantial effort on their part to bring about a more desirable state of affairs. This, of course, is the "Silver lining to the cloud," and we believe augurs very well for future business.

We are, therefore, looking ahead, expecting 1923 to prove a very good year for business and are laying our plans accordingly and shall expect to materially increase the

volume of our sales during this year. We see the evidences of a very prosperous year ahead and expect to do our best to take advantage of it. It will require, however, very earnest and constant effort upon the part of every business man to gain the desired goal in 1923.

The psychology of Dr. Coue's theory cannot be denied, and it might be wise for some who may be discouraged or pessimistic as to the outlook to put it in effect in their

own minds. We believe it will do them good.

# Outlook is for Best Volume of Business Ever

Amole Soap Co. (H. J. Harshberger, Vice-President and General Manager), Tippecanoe City, Ohio: Our company is looking forward to 1923 to produce the best volume of business we have ever had. Orders are already coming very good and also many inquiries, which suggest considerable activity throughout the trade.

# Month's Orders Double Those of a Year Ago

Elizabeth Arden (T. J. Lewis), New York: We feel We are very that business in our line never was better. enthusiastic with the present outlook. Our December orders more than doubled those received during the same month in 1921.

# Can See Nothing Ahead but Prosperity

The Remiller Co., Perfumers, New York: Regarding the business outlook for 1923: In our estimation, if the business of the year 1922 can be taken as a criterion, we can see nothing ahead but prosperity. The mere fact that we have already been asked price advances on several of our important materials is a sign of good business, we believe.

# Nice Volume of Business Expected with New Line

Weichsel Laboratories (R. C. Dunlap), Dallas, Texas: We have just started marketing our Joy-Synth line of toilet preparations and our advance sales indicate to us that we may expect a nice volume of business on this new line.

# Demand Increasing for Better Quality of Products

Martha Matilda Harper (by J. P. Bushfield), Rochester, N. Y.: Business for 1923 with us has opened up most satisfactorily, and we anticipate a large increase in the demand for our better and more expensive products. There has been quite a noticeable falling off in the demand for any items in the cheaper lines, only a few of which we carry.

# Business Getting "Better Day by Day, in Every Way"

A Simonson, New York, N. Y .: We have the firm belief that business conditions have been excellent during 1922 and the prospects for the future are even better. That business has been good is best evidenced by banking conditions. Of course there are individual concerns who have possibly not received their share of business, but this is probably more due to individual conditions than to business as a whole.

To paraphrase a saying of the day, we would remark that "Day by day, in every way, business is getting better

and better.

# Finds a Satisfactory Price Level Reached

Koken Companies, Geo. D. Chisholm, First Vice-President, St. Louis, Mo.: We are entering upon the year 1923 with every confidence that it is to be the best year that we have ever experienced. Nineteen twenty-two was a banner year with us, but the indications are that 1923 is to be even greater. We find collections good, and a general sentiment that a price level has been reached upon which the trade is satisfied to do business.

# Increases Advertising Outlay 50 Per Cent in 1923

Wildroot Company, H. R. Shehan, Secretary and General Manager, Buffalo, N. Y .: We are looking to 1923 to be the biggest year that we have ever had in our business. We feel that conditions through the country have greatly

improved in the past twelve months. There were but one or two bright spots in January, 1922, whereas in January, 1923, there are but one or two dark spots.

We have so much confidence in 1923 that we are increasing our advertising appropriation fully 50 per cent and enter upon this year with every confidence of its being one grand year for us from a business standpoint.

# Favors Alcohol Reform and Foreign Competition

J. R. Watkins Company (by R. H. Watkins), Winona, Minn.: We are looking forward to additional increases in the volume of business for 1923 on the theory that "1922 will reward fighters." Our Sales Promotion Department worked hard and consistently throughout the year in building up an increased demand for our products. Our products largely being necessities of life are always in good demand despite the commercial conditions which operate adversely in other lines of business,

Collections are smaller in size, but are very liquid. One of the things needed to establish a new record in the volume of sales for American made toilet preparations is a more businesslike attitude on the part of the Prohibition

Department in encouraging and stimulating rather than re-

tarding withdrawals of special formula alcohols.

It is our opinion that the American toilet industry would develop faster if the bars were down and we had to compete harder with foreign made goods. When an industry is afforded unwarranted protection, it tends to stifle individual attainment which is so necessary in any organization or in-

# Good Increase in Demand is Anticipated

Abonita Co., Inc., Chicago, Illinois: We look for a substantial increase of business in 1923. Collections are fair. Good business conditions generally will do most to help establish a new high record in sales of American-made perfumes and toilet preparations.

# BABSON IS OPTIMISTIC OF NEW YEAR

Roger W. Babson, the noted statistical expert and trade analyst, in his "Outlook for 1923" declares that the average of business for the new year should be better than in 1922. He makes these observations:

"During the latter part of the winter business will be quieter; there should be some rally in the spring months, particularly in April and May, a quieting down during the summer and the usual improvement in the fall. Taking the year as a whole it should be better than the present year has been, but we do not look for any greater activity than has been witnessed during the last few months. The coming year will be one of continued readjustment. This in itself is optimistic, for the sooner the readjustment in business is completed the sooner we can expect a period of good busimens.

"The wave of business recovery is following the same path as in other similar periods. Just as the depression started in the Northeast and moved west and south, so today the Northeastern and Atlantic Coast States have been the first to show improvement. The Care just beginning to improve. The Central and Southern States

"We look for a decline in the failure totals in the new year. At present a mopping up process is taking place.
"Employers will do well if they prevent further wage increases during the next year. There is little hope of extensive reductions. Later in the year some decline in the cost of living may take place. This will help to ease the situation, which at present is extremely tense.

'The following bills are likely to be passed during the next two years and most of them will probably be taken up in 1923: Soldiers' Bonus, Extension of Farm Credit, Sale of Muscle Shoals to Ford or its development by the Government, now regulations regarding labeling and branding of merchandise, particularly of foodstuffs. On the other hand, merchants need not fear any measures which will be seriously detrimental to business. While the Radical element in Congress is sufficiently strong to block any moves by the Conservatives, it is not strong enough to carry through any extreme measures of its own."

# HOLIDAY GREETINGS FROM ALL OVER THE EARTH

New Year's greetings again this year were thoroughly permeated with good will and optimism. They came to us in great variety and from many nations. It is difficult to find space to chronicle the names of all of our well wishers, but we will go as far as possible in doing so.

From Grasse, France, Emile Schlienger, of Bertrand Freres, flashed this radiogram across the Atlantic's air lanes to us: "Heartiest wishes for Merry Christmas and prosperous New Year. Kindest regards."

Victor Vivaudou sent his compliments from Paris.

From Pierre Dhumez & Co., Vallauris, France: "Be certain of our hearty good wishes for a prosperous year."

Francois Goby, of Tombarel Freres, Grasse, also sent a message of good cheer appropriate to the festal season. Two other well-known Grasse houses, Bruno Court and Henri Euziere & Co., also were heard from, while Gabriel Laffitte and Mme. G. Laffitte sent pleasant sentiments.

Chemical Works Flora, Dubendorf, Switzerland, forwarded timely holiday expressions of regard. M. Naef & Cie, of Genève, also sent Swiss felicitations for 1923.

Bulgaria was ably represented by Theo. K. Shipkoff.

Best wishes for a prosperous new year also were received from the Maruzen Co., Ltd., Tokio, Japan.

Roure-Bertand Fils, Inc., and Justin Dupont, Inc., joined in sending out seasonal cordial holiday greetings.

Canada, of course, was heard from, as always. The Royal Crown Soaps, Limited, Winnipeg, and C. A. McLarty, of Toronto, renewed the greetings they had sent many times previously. R. W. McLarty, of Toronto, also sent his good wishes. Likewise Rose & Laslame, Ltd., Montreal.

One of the most artistic souvenirs was from the E. M. Laning Co., which pictured a "Lone Winter Evening" in the winter woodland with this sentiment: "The coming of the holiday season reminds us that we do not live alone. Without friends like you our business life would be dark."

George Lueders, president of George Lueders & Co., the dean of the essential oil business in this city, sent us greetings and best wishes for the new year.

Hearty holiday sentiments were voiced in a note from F. E. Watermeyer, president of Fritzsche Brothers, Inc., Others in this house also thought of us, including Julius Koehler and Arthur W. McKey, Boston representative.

One of the happiest humorous greetings was that of Charles H. Alker, of the Orbis Products Trading Co. He contrasted "Twenty Years Ago" with "Today" and finally wound up: "These are the days of Suffragetting, Profiteering and Prohibition, and if you think Life is worth living. I wish you A Happy New Year."

C. R. Seydlitz, president of Delphi Products, Inc., in extending the hope for a New Year with "blessings without end" presented a view of a snowy "Night Before Christmas."

Sincere good wishes came from F. W. Heine and C. A. Heine, of the Compagnie Duval; Julian W. Lyon, of J. W. Lyon & Co., Inc.; A. H. Wirz, of A. H. Wirz, Inc., of Chester, Pa., and the Millville Bottle Works, Millville, N. J.

Queen of Sheba's perfumes were used as a Christmas text by A. L. Van Ameringen, of New York. Cooperation in making the New Year prosperous was urged in the greetings of the A. D. Smack Co. Cordial relations emphasized the hope of Pierre Lemoine Cie, Inc.

Chicago's optimistic feelings were seen in cards from Thomas J. Hickey, H. Bartold, A. G. Spilker, Mr. and Mrs. Charles A. Rindell, Royal Crown Co., Inc., Neumann-Buslee & Wolfe, Inc., and Mme. Ise'bell's Toilet Mfg. Co.

Among the fine cards received were those from M. Isermann, of Van Dyk & Co.; Minto L. Henderson, of the Henderson Lithographing Co.; Northam Warren, of the Northam Warren Corporation; Globe Collapsible Tube Corporation, Hoboken; W. John Buedingen; J. N. Limbert & Co.; S. B. Kaiden, of Solar Laboratories; Charles A. Tome, of the Bond Manufacturing Corporation, Wilmington, Del.; George E. Davis, of the F. W. Fitch Co., Des Moines, Iowa.

Here was a doggy one, with pictures of the canines:

"Here's to a 'Dog-gone' Big Xmas, From the Dow Gang,"

Happy cards were received from the C. E. Ising Corporation. Flushing, N. Y.; the Lorscheider-Schang Co., New York and Rochester; United Laboratories, New York; Monarch-Nusbaum Paper Box Co., Inc., Buffalo; Arthur Stallman & Co., New York, and from Austin P. Henry, representing the Rossville Co. at Buffalo, N. Y.

Here are some of many New York friends who remembered us: Technical Press, Knapp Engraving Co., John A. Phillips, Inc.; Charles F. Hubbs & Co., Toilet Requisites, and the Seydel Chemical Co.

Some more seasonal greetings: Lens Janssen Co., Mock & Blum, Klim, Linder & Bauer Lithographing Co., Hefter & Co., Dr. Samuel H. Baer and H. W. Eddy, of St. Louis; Peerless Tube Co., Bloomfield, N. J., by George H. Niedlinger and Francis J. Lynch; Harry C. Eells, of Federal Products Co., Frederick Christ, F. Stearns & Co., Detroit.

Miss Mary R. Cass, head of the F. N. Burt Co., Ltd., Buffalo, sent "All good wishes for your happiness in the New Year," and others in the State's western end were not less thoughtful. From Rochester we had cards from Mr. and Mrs. William S. Addison, Mr. and Mrs. Adolph Martin Spiehler, Mr. and Mrs. Oscar Bernard Spiehler and H. C. Goodwin.

Some more worth while pleasant greetings were from Mr. and Mrs. A. F. Kammer, Mr. and Mrs. Nathan Myer Stanley, Mr. and Mrs. George Fitzallen Stanley, Mr. and Mrs. C. H. Bourguet, Mr. and Mrs. William Gunther, Robert R. Gerstner, Mr. and Mrs. William Gunther, Robert R. Gerstner, Mr. and Mrs. William Gunther, Robert R. Gerstner, Mr. and Mrs. Charles E. E. Whiteley, Mr. and Mrs. Augustus Henry Bergmann, Mr. and Mrs. Charles Augustus Bitner Zook, Dudley F. Lum, Mr. and Mrs. John Andrew Holmes, R. G. Callmeyer, Mr. and Mrs. L. A. Van Dyk, Mr. and Mrs. George L. Ringel, George Frank Lord, Charles W. Butterworth, Mr. and Mrs. Frank K. Woodworth and Mr. and Mrs. William L. Crounse.

From Mr. and Mrs. A. K. Paul this, with a graphic art study of appropriate nature to the sentiment: "Old days have gone, but old associations, old friendships, rich memories remain to welcome the New Year which greets us with buoyant promise. May it reward you with every substantial blessing."

Soon after, scanning the stack of greetings, we find clever expressions of Yuletide feeling from Caswell A. Mayo, Mr. and Mrs. Francis N. Langlois, Mr. and Mrs. Frank L. Beggs, Julien J. Soubiran, Dr. Edgar G. Thomssen, Dr. and Mrs. Frederick A. Marsek, F. J. M. Miles, George Uhe, James Hunter Hall, S. N. Long, Albert J. Sterling, Doane Hage, Mr. and Mrs. Lyman M. Lamm, Mr. and Mrs. B. J. Caruso, Dr. and Mrs. H. C. Podall, Henry B. Flarsheim and associates.

Friendly letters were numerous, some being from C. W. Jennings, president of the Jennings Mfg. Co.; Dr. Mueller, of the Rhodia Chemical Co.; Williams Haynes; A. H. Horner, of C. B. Peters & Co., Inc.; M. W. Parsons and W. A. Stopford, of Parsons & Petit, and Dr. Edgar S. Barney.

Mention of the fine art calendars issued by the Owens Bottle Co. and the Foxon Co., Inc., was made last month. Of other 1923 calendars L. A. Van Dyk led the list with a large wall offering, in black and red, with the figures most conveniently arranged. More nice calendars were from the Raisbeck Electrotype Co., Chrystie Press, Brown-Green Co., the Jacob Stein Studio, Frank Z. Woods, Isaac Goldman Co., Harris Warehouses, Inc., Manufacturers' Translation Bureau and the Kutztown Publishing Co.

Compagnie Parento, Inc., put forth a useful universal desk calendar in block form with blanks for the year.

A vanilla ash tray, with good wishes, was sent by Gomez & Sloan, Inc., while George M. O'Neil, of the Tin Decorating Co., Baltimore, conveyed Tindeco's Christmas greetings on a handsomely lithographed tin for cigar ashes.

# ZONE SYSTEM OF MERCHANDISING: AN EFFICIENT METHOD OF INTRODUCING A NEW PRODUCT OR MARKETING AN OLD PRODUCT IN NEW TERRITORY

By LEROY FAIRMAN, Merchandising Advertising Expert, New York

SECOND OF A SERIES OF ARTICLES WRITTEN ESPECIALLY FOR THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW

The manufacturer of a new product is naturally desirous of placing it in the hands of the largest possible number of people in the shortest possible time at the least possible expense. In his eagerness to accomplish this happy result he is likely to make a few mistakes. The fact that these same mistakes have been made by scores of other manufacturers does not deter him from going ahead and making them at his own expense. Personal experience seems to be the only kind from which we ever learn anything.

If he already has a well distributed old product on the market, the first thing which occurs to the average manufacturer is to insert in its package a circular descriptive of his new product. This is a good thing to do, but it is not especially productive. If his new goods are unique, and meet a public need which has not been met adequately before, his circular will probably work up considerable business; if they are competitive, if they are merely one more tooth paste or hair tonic, he will have considerable difficulty in tracing any tangible results.

Here is a case in point. The manufacturer of a well known, long established and heavily sold toilet requisite packed with it an expensively printed and very attractive circular describing a new product, and expected the prestige and high quality of the old goods to create a satisfactory volume of business for the new. He did not spare expense: he put more money into that circular than the average manufacturer spends per year for all his advertising. It was almost a complete failure. It produced no results worth mentioning.

MANY CIRCULARS ARE IGNORED OR DISCARDED.

The answer seems to be that most people, when they open a package of goods with the uses of which they are thoroughly familiar, throw away unread any circulars they find inside. If they do read, they don't respond, which is just as hard on the man who pays the bills.

There are three essential elements in the successful and profitable introduction of a new piece of merchandise. First, advertise it in the trade papers, so that the dealers will know what it is, what it is for, and why they should handle it. Second, merchandise it thoroughly in as much territory as may be handled efficiently. Third, advertise it well in the territory in which it is merchandised.

Trade paper advertising is the only kind which a manufacturer can profitably do in advance of the thorough distribution of his goods. Even if the circulation of the journals used is national and his distribution, actual or immediately contemplated, is but partial, trade paper space is comparatively so inexpensive that it is a "good buy." Its use influences the trade in the territory in which his immediate merchandising effort is to be expended, and at the same time familiarizes dealers everywhere with the name and merits of the goods, thus preparing the ground for future cultivation.

But when the manufacturer tackles the job of securing distribution and creating a public demand for his product, he must proceed with caution—if money is any object to

him. Too many manufacturers seem utterly undismayed by the magnificent area of our beloved country, and endeavor to cover it all in a few weeks or months. By some means or other they get their goods on a few dealers' shelves in Rockland, Maine, Wheeling, West Virginia, Tuscaloosa, Ala., Tucson, Arizona and Petaluma, Cal.—and then kid themselves into a belief that they have "national distribution."

It is impossible to cover these widely separated points by traveling men; it is impossible to establish any close intimacy with the dealers in these scattered localities; therefore the manufacturer is easily induced to undertake a national advertising campaign for the purpose of moving the goods in the sections where they are on sale, and "creating a demand" on dealers elsewhere, so that they, too, will stock the goods. If I had the money that has been wasted in that way I could buy out Henry Ford!

# HOW CREATING A DEMAND ACTUALLY WORKS

National distribution, men and brethren, does not mean having your goods on sale in a few scattered cities throughout the country, nor even in a few towns in each state. It means having the goods in the jobbers' hands in every jobbing center. It means having the goods on the shelves of more than 50 per cent of all the retailers (in the drug trade, specifically) in all considerable cities and towns in at least the states of heaviest population from coast to coast.

And mark this well: National distribution, even in a partial sense, cannot be secured by "creating a demand" on dealers who haven't stocked the goods. That is getting the cart before the horse with a vengeance, and it won't work.

The reasons why it won't work are plain enough. Suppose, through national advertising, you convince Mrs. Brown, Mrs. Jones and Mrs. Robinson, all of Mankato, Minn., that they would like to try your new Moonshine Soap. They go to the drug store, as you entreated them to do, and ask for it. Does the druggist apologize humbly for not having Moonshine Soap in stock, promise to get it for them at once, and dash off an order to his jobber? Not he! He would be all kinds of an unprintable ass if he did. It gives him heart failure, now, whenever he counts the different kinds of soap on his shelves.

So the druggist, being human—and a good business man to boot—says, "No, ladies, I don't carry Moonshine Soap; I have no call for it. But it is practically the same thing as the celebrated and justly popular Starlight Soap, which I have been selling to my most critical and fastidious customers for 20 years. I can recommend it to you highly." And the ladies take the Starlight Soap the druggist wraps up for them, he takes their money, and everybody is happy—except you. All you have accomplished is to sell three cakes of soap and perhaps make three lifelong customers for the competitor you are especially anxious to put a dent in.

And hereafter, when Mrs. Brown, Mrs. Jones and Mrs. Robinson see your advertising in the Perfect Ladies' Gazette,

they will pass it by, or if they are beguiled into reading your fervent appeal that they go to their druggist and ask for Moonshine Soap, they won't go. They tried, once, to buy your soap, and couldn't find it!

Multiply this incident, which is in no wise exaggerated, by 1,000, by 10,000, by 100,000, and what's the answer? Disaster. Unless you have an inexhaustible barrel of money, absolute ruin.

Distribution, then, is the big problem, and real distribution calls for proper merchandising, which is another weighty proposition. The thing to remember is that you aren't really arriving anywhere with your face powder until some thousands of women are standing in front of their mirrors and dabbing their precious noses with it. Insinuating your goods into jobbers' warehouses doesn't get you anywhere. Goods neatly ranged on the druggists' shelves will never win you honorable mention in the archives of Dun and Bradstreet. The manufacturer who cackles and slaps his knee gleefully because a smooth bunch of salesmen has sold the dealer a lot of goods that are going to stick on his shelves is laying up a heap of trouble for himself.

# Points on Distribution of Commedities

The proper distribution of a commodity means this: Placing the goods, in reasonable quantity, in the hands of dealers whose confidence and co-operation you have won, and then sending the customers in to buy the goods. The more you consider that thoroughly accurate definition, the more difficult it sounds. But it can be done, and it pays.

Let us suppose, for example, that a manufacturer in New York City has a new product to market. He shies at the Metropolitan District; it is too big, too slow to influence by sales and advertising effort, too expensive for experimental purposes. But right at hand he has a self-contained, easily covered, prosperous, thickly settled and not too expensive section—New England. The jobbers can be covered in a few days; the retailers in a few weeks. Let him possess his soul in patience, cease from worrying because he is neglecting the benighted citizens of Alabama and Idaho; let him tackle New England and clean it up.

The problem of interesting the dealer and securing his co-operation is simple enough if the goods are what they should be and that individual is assured that enough advertising will be done to move them and keep them moving. What, then, can be done in the way of advertising?

For about \$10,000 the manufacturer can insert a 100 line advertisement 50 times in the two leading Sunday newspapers in Boston, and the one leading Sunday paper in Worcester, Springfield, Providence, Hartford, New Haven, Bridgeport and Portland, These newspapers reach a total population of 5,000,000 people. They cover the centers of population thickly, and spread out through practically every village and town in New England.

Fifty 100 line advertisements will give the manufacturer a year's advertising in the Sunday papers, or more than six months' advertising on a twice a week basis, as the daily rate is lower than the Sunday rate. The same money (\$10,000) will buy him smaller space in the big Sunday papers and provide a sufficient appropriation to go out into the smaller towns.

By the time his \$10,000 is expended, the advertiser will have learned a lot of things. He will have found out whether his goods are right, and satisfy a public need. He will have found out whether his advertising is right, and can make necessary changes without spending a great

deal of money. And if his goods and prices are right, he will have sold goods enough to get his business on a solid foundation with the trade, and build up a steady, dependable demand on the part of the consumers.

Very likely he will have actually made money; if not he will see the figures creeping surely up to the right side of the ledger, and be justified in doing more advertising and branching out into new territory.

# \$10,000 BUYS A PAGE OR TWO ONE TIME ONLY

That's a good deal to accomplish with \$10,000; yet, in the big national mediums, \$10,000 will buy only a page or two one time. Why is it, then, that we see so many new advertisers, whom we know to be wofully shy on distribution, plunging on full page advertising in these costly publications?

Ignorance is one reason; impatience is another; vanity is another. The lure of the big magazines is powerful. Nothing seems to give the manufacturer such keen delight as to have a few of these great publications with their attractive art covers on his library table, to flick them carelessly open before his guests and say, casually, "I s'pose you've seen our ads in the magazines?" A mighty expensive vanity—it has sent many a good man on the rocks.

Understand, please, that I am not denying or seeking to minimize the advertising value of the national magazines. They have their uses, they fill a place which cannot be filled by any other advertising mediums or method. Their rates, excessive as they may seem, are reasonable when the work they do is considered. When national distribution is secured; when a business is thoroughly established and soundly financed, regular, persistent advertising in national mediums becomes almost a necessity.

But local distribution calls for local advertising. Dealers are not at all interested in the national advertising of goods they do not carry in stock, or of goods which they have been induced to stock but have no call for. But when they see the advertising of a commodity in their own local papers, they sit up and take notice. They know, from experience, what is going to happen.

The zone system, especially for the manufacturer with limited capital, is the only sane, conservative, businesslike method of introducing a new product. And if he hasn't got the money to cultivate at least a small zone thoroughly and intensively, let him hustle around and get it. Advertising a little because you only have a little money, and then waiting until you accumulate enough to advertise a little more, is a wasteful, inefficient, heartbreaking method which is never successful.

All this applies equally to the manufacturer with an established business who seeks to introduce a new member of his family of products. His work, however, will be easier, because his distributive machinery is established and functioning, and his relations with the trade organized and smoothly operating.

# Prospective Job for Gravedigger

Doctor: "Well, how are you feeling this morning?"
Patient: "Very much better, thank you, doctor. The

only thing that troubles me is my breathing."

Doctor: "Um—yes, we must see if we can't get something to stop that."—Western Druggist.

# Identified by Perfumery

Plus: "She wears very strong perfume." Minus: "She must be a colognial dame."



# ACTIVITIES OF ASSOCIATIONS, SOCIETIES AND CLUBS

# NEW YORK DRUG TRADE SECTION

A spirit of optimism was dominant at the thirty-third anmual meeting and dinner of the Drug and Chemical Section, New York Board of Trade and Transportation, held in the Drug and Chemical Club, January 3. The election resulted as follows:

Chairman, Edward Plaut, of Lehn & Fink; Vice-Chairman, Charles L. Huisking, Charles L. Huisking, Inc.; Treasurer, William A. Hamann, of Roessler & Hasslacher Chemical Co.; Secretary, William F. McConnell; Executive Committee, Clement C. Speiden, of Innis, Speiden & Co., Theodore W. Day, of C. S. Littell & Co., Edward Zink, of Eli Lilly & Co., Carroll Dunham Smith, of Carroll Dunham Smith Pharmacal Company and A. Bakst, of Bakst Bros.; To represent the Drug and Chemical Section as a Director of the New York Board of Trade and Transportation, Frank C. Starr of Sharp & Dohme.

There was a steady increase in the essential oil industry during the year just passed, F. E. Watermeyer of Fritzsche Inc., chairman of the Committee on Essential Oils, ed. This was due, he explained, to the fact that goods reported. were freely offered from sources of production throughout the world at favorable prices. Imports were conducted on a larger scale because prices in many instances were reduced to former normal levels which caused a tendency to stimulate buying throughout the United States.

Irving McKesson reported for the Committee on Tares that it expects to have the revised edition of "Tares" ready for publication in the near future.

The report of Howell Foster, chairman of the Committee of Jobbing Druggists, was taken up for the most part with prohibition. The wholesalers have been compelled to recognize the sale of wines and liquors for medicinal use as an important feature of their business. He regretted the cancellation of the permits of a large number of retail druggists because they could not tell eleverly forged and genuine

liquor prescriptions apart.

S. B. Penick, chairman of the Committee of Importers of Drugs and Chemicals, reported that the tariff has affected very little the crude drug line.

J. L. Hopkins, J. L. Hopkins & Co., past chairman of the section, who is ill, missed the annual meeting for the first time in many years. first time in many years.

# NEW YORK ALLIES WILL DINE

A regular monthly meeting of the Perfumery, Soap and Allied Industries of New York will be held at Murray's Roman Garden, 228 West 42nd street, Friday, January 26, at 6:45 P. M. sharp. An excellent table d'hote dinner will be served during the course of which the entire new revue now being put on at Murray's will be produced. This consists of singing and dancing numbers that are said to be very good.

This style of meeting is in harmony with the new plan of the club, as it is recognized that the principal object of local organizations of this kind is to stimulate and maintain pleasant personal relations among those affiliated with the different branches of the industry in New York and vicinity

Perfumery, Soap and Allied Industries of New York held a holiday get-together at the Knickerbocker Grill on the evening of December 28. Professional entertainment was provided, after which Frank K. Woodworth, business manager of the American Manufacturers of Toilet Articles, spoke for ten minutes on standardization of perfumery raw materials. Mr. Woodworth is a strong advocate of standardization, but F. J. M. Miles, Louis Spencer Levy and R. B. Stoddard, as well as William H. Green, who were called upon to speak in the discussion, while admitting the advantages that might accrue from standardization, pointed out that it is practically physically impossible to frame any workable standardization for perfumery raw materials. Dr. I. V. Stanley Stanislaus also spoke. The meeting was attended by about 25 and an enjoyable time was had by all.

# DR. FRANKLIN HEADS CHEMICAL SOCIETY

Dr. Edward C. Franklin, professor of organic chemistry of Leland Stanford Junior University, has been elected president of the American Chemical Society, succeeding Dr. Edgar F. Smith, of the University of Pennsylvania. Dr. Franklin was born at Geary City, Kan., in 1862, was graduated from the University of Kansas in 1888, and has

had a varied and important career.
Dr. Wilder D. Bancroft, of Cornell University, was reelected a director of the society, and William Hoskins, consulting chemist, of Chicago, was made a new director of the society. The following councilors-at-large for the period from 1923 to 1925 also were elected: Roger Adams, University of Illinois; G. N. Lewis, University of California; Dr. Ralph H. McKee, Columbia University, and Dr. William McPherson, the Ohio State University.

The Spring meeting of the society will be held at New Haven, April 2-7.

# Howard Again Heads Chemical Engineers

American Institute of Chemical Engineers, at its fifteenth annual meeting, held in December at Richmond, Va., re-elected Henry Howard, of Cleveland, Ohio, president for 1923, and the other officers were returned to office without contest as follows: First vice-president, A. W. Smith; second vice-president, H. K. Moore; third vice-president, H. S. Miner; secretary, J. C. Olsen; treasurer, F. W. Frerichs; auditor, C. F. McKenna. Prof. Edward Bartow of Iowa, Prof. R. H. McKee of Columbia and J. V. N. Dorr of New York City were elected to the council for three verses. three years.

# Officers Elected by Container Club

Container Club, at its recent fourth annual meeting in New York, elected these officers: President, John L. Barchard, of the Hummel & Downing Co.; vice-presidents, Sidney Frohman, of Hinde & Dauch Paper Co.; W. H. Richardson, of the Richardson Co.; C. A. Agar, of Agar Mfg. Corp., and W. S. Goodwillie, of Atlas Box Co. George W. Gair, of the Robert Gair Company, New York, and American Company, New York, and Company, and Company, New York, and Company, and Compa

York, was among the members present.

The headquarters of the Container Club is at 608 South Dearborn street, Chicago, Illinois.

# Salesmen Begin Lecture Course

The New York Chapter of the Salesmen's Association of the American Chemical Industry began its series of weekly lectures at the College of the City of New York, on the evening of January 5 when 46 students out of an enrollment of 53, heard the first lecture by Professor F. E. Breithut on "How the Chemist Works." The lectures will continue until March 16.

# N. W. D. A. to Meet in Cleveland

Cleveland, Ohio, has been selected as the place for holding the forty-ninth annual meeting of the National Wholesale Druggists' Association. The dates have been fixed to embrace Oct. 8, 9, 10 and 11, 1923.

# The Kodfish and the Hen

The Kodhsh lays a million eggs, the helpful hen but one: But the Kodnsh doesn't cackle, to tell us what she's done. So we scorn the modest Kodfish, and the hoastful Hen we

Which only goes, my friends, to show It PAYS TO ADVERTISE. -1 ram the Jersey Kiwanian.

# Hairdressers Are Artists in France

France's Minister of Public Instruction has decided that hairdressers are "artists" and may be decorated with Palms of the Academy.

# GENERAL WASHINGTON NEWS AND CONGRESS OUTLOOK

Plans and Progress of Tariff Commission Outlined-Work of the Bureau of Raw Materials for Soaps-No New Revenue Legislation Just Now-Germans Fight Tariff Ban

WASHINGTON, D. C., January 18.—After four months of preliminary work the Tariff Commission is about ready to make its first announcement of hearings on applications for changes in duties under the flexible provisions of the new Fordney-McCumber act.

The first cases to be made public, it is understood, will affect items in the chemical schedule of the tariff law. The paragraphs affected, however, will not include any of those of vital interest to the perfumery and allied industries.

Out of approximately 100 applications which have been filed for changes in duties about 20 relate to schedule No. 1 which applies to chemicals, oils and paints. While no announcements have been made of the exact nature of these applications it is learned that none of them relates to materials used in perfumery, toilet preparations, or soaps. with the exception of one application for an increase in the duty on cottonseed oil. It is the understanding that the first announcements relative to hearings will not include either this cottonseed oil case or affect the other vegetable

oils in which the soap industry is interested.

As yet the Bureau of Raw Materials for American Vegetable Oils and Fats Industries has not filed any applications for reductions in duties on the vegetable oils in which it is interested. This bureau in the near future expects to file an application for a reduction in the duty on linseed oil and later on will present similar applications relating to other oils. Considerable time is required to gather new data in support of applications of this nature because the commission is not disposed to order an investi-gation merely on a showing which may have been made during the consideration of tariff legislation, but desires fresh information showing the actual effect of the operation of the new tariff law. Necessarily, some months must elapse before this data is available. Up to the present time only the figures on imports for the first month following the enactment of the tariff law in September have been made public.

While the number of applications of all kinds filed with the commission totals about 100, only about 60 of them are of a character to which serious consideration can be given by the commission. These are divided about equally be-tween requests for increases in duties and decreases.

The commission is anxious to avoid giving the impression that it intends to devote itself principally to providing increases in rates as might be desired by the extreme protectionists. Although Thomas O. Marvin, chairman of the commission, and William Burgess, the two Harding appointees, are avowed protectionists, they profess their desire to deal fairly with all questions raised with a view to adjusting rates on a basis of the difference in costs of production here and abroad as provided in the flexible provisions of the tariff law.

Among the chemicals which may be included in the early cases to be set for hearing are oxalic acid and formic acid.

# Plans of Bureau of Raw Soap Materials

In applying for a reduction in the duty on linseed oil the Bureau of Raw Materials for American Vegetable Oils and Fats Industries will ask that a reduction of 50 per cent be made, which is the maximum possible under the law. The new law imposes a duty of 3.3 cents per pound on linseed oil, which is a considerable increase over the duty of the Underwood act of ten cents per gallon of seven and one-half pounds. The present duty is equivalent to about twenty-five cents per gallon. The Payne-Aldrich law provided a duty of fifteen cents per gallon.

The industries importing linseed oil feel that the duty constitutes an especially flagrant case and intend to seek early action toward a reduction. Elaborate data is being prepared giving the effects of the tariff on prices and similar

prepared giving the effects of the tariff on prices and similar information.

The Bureau of Raw Materials in connection with its

tariff activities has presented a protest to the Department of Commerce and the State Department against the levying of prohibitive tariff duties by the Cuban government against American oleaginous materials. The bureau has investigated the new customs proposals of the Cuban government and found that prohibitive rates of duty were contemplated affecting the American vegetable oil concerns exporting soap, lard substitutes and vegetable oils to that country.

# Congressional Curb on Tariff Board

That Congress does not intend that the Tariff Commission shall go too far in its revision of duties prescribed by law is apparent. Such an inference may be drawn from the action of Congress on requests of the commission for appropriations adequate to carry out the new duties imposed under the Tariff Act of 1922. The commission asked for an appropriation for the fiscal year 1924 of \$1,000,000 which it was stated was a minimum on which the work could be done. The Budget Bureau cut this down to \$700,-000 and the annual appropriation bill as reported from the House Appropriations Committee and as pending before Congress provides for this sum. Besides this amount the congress provides for this sum. Resides this amount the commission asked for a supplemental appropriation for the balance of the current fiscal year. The House Appropriations Committee granted only \$150,000 for this purpose although the Budget Bureau had recommended \$250,000. The deficiency bill appropriating \$150,000 has been passed by both Houses and this money will soon be available. Members of the commission declare it is inadequate to meet all the panels. all the needs.

Statements made by members of the House Appropriations Committee during the hearing made it plain that Congress intended to keep the appropriations down to the lowest possible amount in order that the commission should confine its attention chiefly to matters brought before it through formal applications, and that it should not start out on its own initiative in a general revision of the tariff law. It is no secret that if the commission attempts any-thing too extensive Congress, which is jealous of the prerogative of fixing duties, will take steps to clip its wings.

Chairman Marvin in testimony before a subcommittee of the House Appropriations Committee described the work of the commission, emphasized especially the importance of the investigations proposed in connection with the chemical

"Already a number of requests under the chemical schedule have been received," said Mr. Marvin. "I think eighteen altogether, the largest number of all of the schedules. If we conduct investigations abroad into the costs of manufactures of chemicals and dyestuffs in Germany and other competing countries, it is evident that a staff of eight men will not be sufficient. I think, perhaps, more than in any other schedule, Congress relied upon the experts of the Tariff Commission for suggestions and advice and recommendations in regard to the phraseology and classifications of the chemical schedule."

# Branch Office Opened in New York

The commission has opened a branch office in the New York Custom house in charge of Frederick L. Koch. While York Custom house in charge of Frederick L. Koch. While the New York office may be of some assistance to those desiring information, yet it is intended primarily for the convenience of the commission. Those desiring to file applications or transact most matters of business with the commission must go to Washington. The purpose of the New York office is to facilitate investigations which must be made at New York, such as studies of imports, sales prices of imports, invoice prices, etc. By having this office it will be unnecessary to send representatives of the commission to New York as frequently as in the past.

# Essential Oil Expert Is Being Sought

While the commission has employed a number of new experts, the staff is not as yet complete. No selections have been made for the new offices of chief economist and chief investigator. C. R. DeLong is in charge of the chemical division, having been transferred from the chemical division of the Bureau of Foreign and Domestic Commerce. Membess' of the commission have been making visits to universities in a search for experts for the commodity divisions. An expert in essential oils to be attached to the chemical section is one of those for whom a search is being made.

# No Revenue or Tariff Bills This Session

No important tariff legislation will be attempted at the present session of Congress. The House Ways and Means Committee has adopted a resolution declaring it to be the sense of the committee that no bills affecting the revenue shall be reported at this session except those of purely an emergency nature and of direct assistance to the Treasury in administration of the fiscal affairs of the government.

#### German Interests to Test Tariff Ban

The provision of the new tariff law which prohibits the importation of merchandise without the consent of American corporations which own patents or trade marks covering them is certain to be tested in the courts. It is the understanding that a test case will be made by German interests which are planning to invite seizure of certain

chemical preparations used in photography in order to obtain a ruling from the courts. A precedent which is quoted is a case involving the Java Perfume Company. The German interests contend that the trade marks taken over by the Alien Property Custodian and sold to the Chemical Foundation cannot be sold in such a way as to bar products made under the grants and licenses in Germany from coming into the United States.

Legislation affecting the disposal of alien property is under consideration by the House Committee on Interstate and Foreign Commerce and by the Senate Committee on Judiciary. Thomas W. Miller, Alien Property Custodian, and other witnesses have been heard in connection with the administration bill which provides for the return to their former owners of property valued at less than \$10,000 and also provides for the return of \$10,000 worth of property when the total value of a trust exceeds that amount.

The situation affecting alien property has so many ramifi-cations that it is regarded as doubtful if any legislation at all will be passed at the present session. The House comall will be passed at the present session. The House com-mittee expects to report a bill and the measure may be passed by the House, but the subject is of such a controversial nature that the Congress leaders do not have much

hope of its enactment into law.

#### SIMPLIFYING THE VEXATIOUS AMERICAN VALUATION

The difficult and vexing problem confronting importers of synthetic aromatic chemical products in the matter of calculating import duties under paragraph 28 of the Tariff Act of 1922 has been clarified to some extent through a recent Treasury decision which is designed to simplify the working out of American valuation and expedite the machinery of the law as much as acceptable. chinery of the law as much as possible.

According to an importer who has made a close study of the points involved, paragraph 28 provides plainly for two different groups of coal tar product: (A) Those which are similar competitive articles manufactured and produced in the United States; (B) those which are not similar competitive articles manufactured and produced in the United

States.

Group A includes all those articles which are of the same quality as those made in the United States and used for the same purpose. For example, benzoic acid B. P. or D. A. B. V.; saccharine B. P. or D. A. B. V. The B. P. benzoic acid contains a certain quality which makes it a little bit different than the domestic quality of the U. S. P. article and if this little difference enables the benzoic acid B. P. to be used for an entirely different consumption than the U. S. P. can be used for, then this benzoic acid B. P. does not fall under this group, but this will have to be proved to the appraiser.

Group A pays a duty of 60 per cent ad valorem on the American selling price under the provisions of Title IV, section 402 sub-division F, plus 7 cents a pound. The 60 per cent is plainly according to this section 60 per cent of the American selling price fixed by the American manufacturer and without any deductions whatsoever. If the price of benzoic acid, for example, is 70 cents, then the duty will be 42 cents plus 7 cents, or a total of 49 cents

per pound.

Group B includes all those products which are not manufactured here such as antipyrene. This group also includes all those articles which can be proved of a different quality than those made here and used for a different purpose than those similar products made here. All of the special prepations which are newly invented abroad and have not been

made here up to this time are included in this group.

By reverting to Title IV, Section 402, Sub-section D, it is found that the United States value of imported merchandise shall be the price at which such or similar imported merchandise is freely offered for sale, packed ready for delivery in the principal market of the United States to all purchasers at the time of exportation of the imported merchandise in the usual wholesale quantities and in the ordinary course of trade with allowance made for duty, cost of transportation and insurance and other necessary expenses from the place of shipment to the place of delivery, a commission not exceeding 6 per centum if any has been paid or contracted to be paid on goods obtained otherwise than by purchase or profits not to exceed 8 per cent and a reasonable allowance for general expenses not to

exceed 8 per cent on purchased goods,

Under the above interpretation the duty on antipyrene would be assessed on the selling price of the American manufacturer without deduction therefrom. We will say this product is selling for \$2.10 a pound. The duty would be computed as follows: Divide 210 by 108; quotient 1.944, which deducted from \$2.10 leaves 16 cents for profit. Divide \$1.94 by 108 leaving 14 cents for general expenses; deduct 14 cents and assume 3 cents for other expenses. This leaves an amount of \$1.77 from which the duty of 7 cents a pound is deducted leaving \$1.70. Divide \$1.70. by 160 leaving \$1.06 as the dutiable value, Sixty per cent of \$1.06 is 63.6 cents plus 7 cents per pound makes it a total of 70.6 cents duty.

John Donnelly, Special Deputy Appraiser of the Port, who has been conducting a series of consultations with importers and manufacturers to co-operate with the appraisers in their work of classifying dyestuffs and synthetic products and is administering the dye sections of the tariff law, told a representative of THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW that the approval of the Treasury Department has been procured so that in the case of a product which is imported under American valuation the allowances of 8 per cent for profits and 8 per cent for general expenses may be lumped to 16 per cent in order to expedite the workings of the law. The American valuation of the product, he explained, was dependent upon the price ruling in the United States on the date of exportation. Specific information as to what rate of duty will be levied cannot be given out until the product offered for import, is an importation in fact, as prices in this country are constantly changing. However, when the importation is a fact, the importer has the privilege of interviewing the appraisers and obtaining such information as is available at the time it is offered for entry.

Problems having to do with dye and synthetic chemical importations are for the first time in the history of the country being submitted to consumers and importers for elucidation before being definitely passed on. elucidation before being definitely passed on. A committee of textile consuming interests was appointed by Mr. Donnelly for the purpose of passing on the competitiveness of dyes. This was because of the virtual impossibility of securing a comprehensive statement from the manufacturers as a great range of price is frequently quoted on the same product by different classes of makers. In explaining the difficulties of the situation, Mr. Donnelly used dyes as an example in point, producing a list of 480 products compiled by the War Trade Board made here and not competitive. There are 3,000 dye products made in Germany, he pointed out, and he said out of this number it is possible that 2.000 may compete in some particular with a similar product made here. The synthetic aromatic products are in an

analogous position, only on a smaller scale.

# CRUSADE FOR INDUSTRIAL ALCOHOL REFORM SLOWS UP

Survey Shows Little Hope of Early Relief for Legitimate Manufacturers-No Legislation Needed to Divorce Honest Industry from Police Work, But Nothing Is Done

WASHINGTON, D. C. January 18.-Ultimate separation of the supervision of industrial alcohol for legitimate purposes from the policing functions of the prohibition unit is expected as a result of the movement which seems to be constantly gaining strength for the appointment of a deputy commissioner of internal revenue in charge of industrial alcohol. There seems, however, no prospect that action along this line will be taken in the immediate future by Commissioner of Internal Revenue D. H. Blair, to whom during the last two months the proposal has been presented by the National Wholesale Druggists Association, the National Association of Retail Druggists, the National Drug Trade Conference and other organizations.

Mr. Blair has made no statement which would indicate his views on the proposal. As the situation stands he is expected to take no action one way or the other for the present. It is the understanding that Prohibition Commissioner R. A. Haynes is opposed to the divorcement of the supervision of industrial alcohol from his jurisdiction. Mr. Haynes's influence probably will be sufficient temporarily to prevent any such reorganization. With pressure from the prevent any such reorganization. trade organizations for some action which will make conditions less onerous to legitimate users of alcohol constantly increasing there is a widespread belief that eventually the

movement will prove successful.

There are no legislative difficulties in the way of carrying out the plan for the appointment of a deputy commissioner of internal revenue to take charge of industrial alcohol. present organization for the enforcement of the prohibition law was built up by regulations issued by the Commissioner of Internal Revenue, who is the only official mentioned in the enforcement act. The office of Prohibition Commissioner was not authorized specifically by law, but was created by the Commissioner of Internal Revenue and such power as is vested in the Prohibition Commissioner is delegated to him by the Commissioner of Internal Revenue. So Commissioner Blair would have full authority to make a change in the system to the extent of separating the supervision of industrial alcohol entirely from the office of the Prohibition Commissioner, under whose authority is the present industrial alcohol and chemical division of the prohibition unit.

While Commissioner Blair would have authority to re-organize the divisions under him, it is recognized that he would not take action of such a far-reaching nature without the approval of President Harding and Secretary of the Treasury Mellon. Consequently, before any action may be expected the situation must develop to the point where the President and Secretary of the Treasury regard a separation

of the functions of the prohibition unit as imperative.

The situation is complicated in various ways. The that Commissioner Blair has had occasion to overrule actions of Commissioner Haynes applying to users of industrial alcohol, as was done recently in the case of the bond regulations, has served to call attention within the Administration to the dissatisfaction existing with the present system. very fact that his actions have been overruled, however, places Mr. Haynes in a position to complain to the President that he has lacked complete support from the Commis-sioner of Internal Revenue. Just at present it is recognized that the Prohibition Commissioner is on trial and President Harding presumably will give him every opportunity to make good. If the enforcement situation does not prove more satisfactory it is regarded as certain that some sort of sweeping reorganization will take place.

# Harding's Expert Suggests Dry Unit Changes

It is possible that the reorganization may be delayed until the proposed legislation for a reorganization of government departments reaches Congress. The question of the administration of the prohibition enforcement law has received consideration by Walter F. Brown, who is the personal rep-

resentative of President Harding and the chairman of the Joint Congressional Commission which was appointed soon after the present Administration took office. Mr. who is not a member of Congress, has prepared an elaborate report including recommendations for a regrouping of government agencies in such a way as to promote efficiency, but because of controversies existing among Cabinet members no real progress has been made as yet toward the enactment of legislation. The Congressional members of the commission of which Mr. Brown is chairman have given some consideration to his report and the Administration hopes that legislation can be enacted at next winter's session of Congress. There is no prospect of making any progress at the present session, which ends on March 4.

Mr. Brown in his report gives recognition to the fact that three wholly different activities are embraced within the

problem of prohibition enforcement. These are (1) enforcement, (2) permissive, and (3) revenue.

Mr. Brown suggests the removing of the enforcement activities from the Treasury Department and placing them in the hands of the Department of Justice. He recommends that the government acquire by purchase all spirits and wines and dispense them through the Public Health Service which under the proposed plan would be transferred from the Treasury Department to a new department of Education and Welfare. He holds that no ethical objection can be urged against the government engaging in the medicinal and nonbeverage traffic in alcohol for the purpose of preventing the in beverage alcohol. Under this plan no revenue would be collected from the traffic but the legitimate profit arising would continue to pay the expense of prohibition enforcement.

Mr. Brown made recommendations along this line to the President notwithstanding the fact that Prohibition Commissioner Haynes presented for his consideration a proposal for the creation of an independent prohibition bureau separate from the Bureau of Internal Revenue. Under the Haynes plan, presumably, supervision of industrial alcohol would be even more closely identified with the policing functions than at present inasmuch as there would be no appeal from decisions of the Prohibition Commissioner to the Commis-

sioner of Internal Revenue.

It seems entirely possible that Congress when it reaches the general reorganization bill affecting all government departments will deal to some extent with the situation. Therefore the present agitation by the trade organizations is expected to have an important influence in connection with

the determination of a permanent plan.
Legitimate users of alcohol in putting forth their views take the position that it is not possible to find a man broad enough to deal with the administration of the separate funcions under the different titles of the prohibition enforcement That Congress intended that there should be a separation is contended from the fact that a separate title of the act deals with the encouragement of the use of industrial

alcohol for legitimate purposes.

The Prohibition Unit, it is understood, is receiving frequent complaints from manufacturers throughout the country of their inability to get prompt action in relatively small matters in connection with permits. There is now in progress a checking up of manufacturers of industrial alcohol and in this work it is reported that the field investigators in many cases are carrying with them the entire file of correspondence relating to particular manufacturers. these manufacturers make application at Washington for a permit action is held up because of the absence of necessary documents which are in the hands of the field investigators.

The whole tendency of the Prohibition Unit it is contended, is to concentrate on law violations and in so doing to tighten up on regulations applying to legitimate users.

No legislation of importance in connection with prohibition is expected at the present session of Congress. One bill which is pending before the House Judiciary Committee is that of Representative Upshaw of Georgia providing that the purchaser as well as the seller of intoxicating liquor for

beverage purposes shall be guilty of the same offense. It is understood that the Anti-Saloon League has an amendment to this bill to provide that witnesses who testify for the government in these cases shall receive immunity. This the government in these cases shall receive immunity. bill and others amending the enforcement act are likely to slumber until the next session of Congress. No action is contemplated at this session on the various proposals for the transfer of the prosecution of violators of the pro-hibition law from the Bureau of Internal Revenue to the Department of Justice.

# Haynes Explains Appleby's Broadcast

W. L. Crounse, Washington representative of the American Manufacturers of Toilet Articles, has received a reply from Commissioner Haynes to his letter protesting against a recent statement of Division Chief John D. Appleby of New York to the effect that 95 per cent of all denatured alcohol released in New York City for the manufacture of toilet articles is being diverted to the manufacture of liquor. The letter from Mr. Crounse to Mr. Haynes was published in the December issue of The American Perfumer. In his reply Mr. Haynes expresses the belief that Mr. Appleby was misquoted as to exact figures. Mr. Haynes says it is obvious that the substantial portion of the approximately three million gallons of denatured alcohol released for the liscal year ended June 30, 1922, was legitimately used. The letter of Mr. Haynes to Mr. Crounse follows:

"Permit me to acknowledge your letter of December 18, 1922, in which you call my attention to a recent reported statement of Division Chief John D. Appleby of New York, to the effect that 95 per cent of all denatured alcohol, released in New York City for the manufacture of toilet articles each month, is being diverted to the illegal manufacture of liquor, The same article, I believe, also carried the statement that

denatured alcohol released on formulas 39-A, 39-B, and 40 was 3,078,608 gallons in the entire United States. three formulas are widely used in the toilet goods trades and have been authorized for liniments, lotions, toilet waters, high grade perfumes and similar products. The department is aware of the fact that the leading toilet article manufacturers of the United States, who formerly used large quantities of pure alcohol are now using these various specially denatured formulas. For that reason it is obvious that the substantial portion of the approximately three million gallons withdrawn last year was legitimately used.

"We are all aware of the fact that there has been some diversion of these particular formulas and that some trouble has been experienced in New York City with permittees who have operated in an unlawful manner. The department who have operated in an unlawful manner. The department believes, however, that the use of these formulas by the large manufacturers of toilet articles has had a most benencial effect in the trade and further feels that their success is due in a large measure to the hearty co-operation which these trades have extended to the department in its efforts

to handle the industrial alcohol problm.

"I believe that Mr. Appleby was misquoted as to the exact figures or might have expressed himself as to the operations of a very restricted class of permittees. I feel sure that he had no intention or thought of reflecting in any manner on the legitimate trade in toilet articles. I would be very glad if you would convey to the Association of American Manufacturers of Toilet Articles the department's views and assure them that the department regrets the erroneous impressions that may be caused by the fragmentary statements appearing in the press to which you call attention."

# Only Bottled in Bond for Medicinal Use

T. D. 3418, issued recently, provides that on and after April 1, 1923, only bottled in bond spirits may be withdrawn for medicinal use. The Treasury decision reads:

"In the interest of public health, and to prevent the use of impure, harmful and poisonous liquors, the withdrawal, for medicinal purposes, from distillery warehouses, general bonded warehouses, special bonded warehouses, concentration warehouses, or other warehouses in which untaxpaid

spirits are held, of only such spirits, not including alcohol, as are bottled in bond will be permitted on and after April 1, 1923, and special permits may be given to the owners of spirits in customs bond and in free warehouses to bottle such spirits under the supervision of the Commissioner of Internal Revenue and upon the owners giving sufficient bond against the unlawful diversion of such spirits while in trans-

# Industrial Alcohol Rumors Denied

A conference of officials of the Prohibition Unit this week was followed by newspaper reports that drastic curtailment of withdrawals of industrial alcohol had been decided upon,

Dr. J. M. Doran, chief of the industrial alcohol and chemical division of the Prohibition Unit, who was in attendance at the conference, denied, however, that any change in policy was contemplated or that there have been any important revocations of permits. The newspaper reports were that the revocation of the permit of "one of the largest alcohol producing plants in the country" had been ordered. It was stated that New York agents recently made two sizable seizures of redistilled alcohol. This report pre-

sumably was the basis for statements that the prohibition officials were going after offenders with renewed activity.

# FALSE TEETH NOT TOILET ARTICLES

False teeth are not "toilet articles." The Appellate Term of the Supreme Court of New York State has so ruled. And false teeth are not "jewelry" or "scientific apparatus."

The decision of the court in which classification of false teeth under any of these heads is denied was written by Justice Delehanty in reversing an order of the City Court in an action brought against an insurance company by one of its customers who, having taken out a policy protecting him in \$2,000 against direct loss of personal effects, including toilet articles, jewelry and scientific apparatus, was robbed of his false teeth while traveling in Europe from Prague to Warsaw. These teeth were valued at \$750 by the insured and he sought to recover that amount from the insurance company on the ground that it was the intention of the policy to insure him against the loss of any article used by him That he used his false teeth personally the company did not deny, and the trial Justice construed the policy to cover them within one of the categories named the appeal Justice Delehanty says:

"I am of the opinion, however, that construing the words in their ordinary and accepted meaning... the words 'toilet articles' cannot be construed to include false teeth any more than a false car could be deemed a toilet article,

"So, too, the words 'scientific apparatus' in the ordinary meaning of these words cannot be deemed to include false teeth, even though they might be deemed a product of scien-

tific apparatus.

"Furthermore, the word 'jewelry' indicates gems or ornaments used for personal adornment, and in the ordinary and usual meaning the word cannot be construed as including false teeth any more than false hair or a false eye could be deemed to be jewelry, even though they might improve the appearance of the person."

# WOOD ALCOHOL BECOMES METHANOL

National Wood Chemical Association, following the suggestion of the American Chemical Society, has taken steps to change the trade designation of wood alcohol to methanol. Methanol has been employed for some time by some large manufacturers, by the Forest Products Laboratory, the United States Tariff Commission and others. The Board of Governors of the National Wood Chemical Association has requested the railroad companies to make such changes as are necessary in tariffs and classifications to apply the same rates to crude or refined methanol as are now published for wood alcohol.

# American Toilet Articles in Australasia

Chemist & Druggist and Pharmacist of Australasia, in describing the recent holiday trade, tells of offerings of Colgate's products and the Cutex specialties.

# THE LOST CHORD IN BERGAMOT OIL

By J. D. Mandes, New York

The perfumer who uses ordinary bergamot oil does not know the full beauty and richness of the remarkably subtle perfume that is hidden away beneath a concealing mask of terpenes and other undesirables. There is a rare treat in store for the perfumer when he inhales for the first time the rich and delicate aroma of real bergamot absolute, with its wealth of fragrant harmonies and undertones. These, indeed, are only revealed by the removal of every trace of terpenes, sesquiterpenes and more or less oxydized fatty acids which accompany "every day" bergamot oil in large excess.

Odors are difficult to describe. We can only succeed in doing so by means of a comparison, or better, a series of comparisons. The minor notes of the full bergamot perfume, when brought out by the removal of discordant impurities, remind us of the blended fragrance of young grape vines in the budding stage and a faint suggestion of lily of the valley. The detection and identification of these fine points are only clear to one who possesses the unusually sensitive and analytically trained olfactory sense of an experi-enced perfumer. The predominating odor note is, of course, linalyl acetate, but it is natural linalyl acetate. However, even natural linalyl acetate does not present the complete aroma of bergamot any more than vanillin is identical with the entire flavor of Mexican vanilla beans. The minute traces of aromatic constituents accompanying the main odor bearer of bergamot oil have not been thoroughly studied by chemists up to the present time and their chemical nature is, therefore, not fully known. linalyl acetate is well recognized and forms the percentage basis on which the oil is valued commercially. The small but important details of the odor complex are entirely veiled, in ordinary bergamot oil, by the presence of approximately 57 per cent. of terpenes and about 6 per cent. of a mixture of sesquiterpenes, waxy substances, chlorophyll and unsaturated fatty acids, the latter being particularly undesirable, as they are subject to the formation of malodorens oxidation products.

The terpenes by themselves, have a decidedly varnish-like odor, reminding one somewhat of turpentine, but not as strong. The non-volatile fraction of the oil has a faint peppery odor which would not be unpleasant, were it not for the fact that it is accompanied by a by-odor of a slightly

rancid fatty nature.

There are many brands of terpeneless bergamot oil ailable, both imported and of domestic manufacture, from which a very careful selection should be made. Many so-called terpeneless bergamot oils are merely more or less concentrated oils from which the terpenes have been partially removed to a greater or less degree. Such partly concentrated oils usually contain not only the original green color (chlorophyll), proportionately concentrated, but retain the entire non-volatile fraction of the oil. Quasiterpencless oils of this character may be tested for nonvolatile matter by placing a drop or two on smooth white paper, whereupon, after the complete evaporation of the terpenes and odorous constituents, a permanent greasy stain remains. Terpeneless bergamot oils that are "water stain remains. white" or nearly so, may be safely considered free from non-volatile matter as the fixed residue and chlorophyll are not easy to separate. A form of adulteration may exist in these colorless oils which is far more difficult to detect by chemical means; that is the adulteration with artificial linalyl acetate made from oil of bois de rose femelle or from Mexican linalee oil. Here the perfumer must rely on his chief ergan of defense and depend on olfactory analysis, where chemistry fails. A completely terpeneless hergamot oil which is also free from non-volatile waxy matter, should be entirely soluble in two volumes of 70 per cent. alcohol.

The extreme delicacy and sensitiveness to heat and chemicals of the bergamot odor bearers, render the preparation of fine quality terpeneless bergamot, a matter of considerable difficulty. It must be accomplished quickly and gently, without prolonged exposure to extremes of temperature or chemical reagents, and with the exercise of painstaking chemical resourcefulness and mechanical ingenuity.

It is the scope of this discussion to mention the advantages and benefits accompanying the use of terpencless bergamot, rather than to detail the disadvantages of bergamot Au Naturel, but the subject would not be complete without a word or two regarding the possible ill results, frequently attending the use of ordinary bergamot oil in perfume mixtures intended for toilet powders, creams and cosmetics generally, as well as for perfume extracts and toilet waters. The troubles attending the employment of essential oils of high terpene content can be attributed largely to the chemical peculiarities of the terpenes themselves.

The terpenes have the unique property of absorbing oxygen from the air with condensation and conversion of same into ozone, with which they themselves combine, forming unstable ozonides. These are in turn reduced by contact with any oxidizable materials, notably the unsaturated fatty acids mentioned above, which are not only present in bergamot oil but in all other citrus oils as well. Such transference of oxygen does not always result in the fermation of malodorous compounds. It may in some cases result in the fading out of one or more important odor constituents, as for instance the oxidation of certain aldehydes such as citral, cinnamic aldehyde, benzaldehyde and phenylacetic aldehyde to their corresponding acids of little or no odor value. The third possibility is, obviously, the conversion of one or more carefully selected odor items by oxidation, into others, not at all desired, and the presence of which may cause strange discord in the finished composition. As examples of this latter possibility we mention the conversion of certain aromatic alcohols such as geraniol, citronellol, benzyl alcohol and cinnamic alcohol into their corresponding aldehydic homologues, citral, citronellal, benzaldehyde, and cinnamic aldehyde, respectively.

These oxidations are particularly liable to occur in face

These oxidations are particularly liable to occur in face powder and tale perfumes, where the oil mixtures are extended in extremely thin layers and exposed to the air over cnormously increased surface. Peroxide creams constitute another extreme example, and not only terpene-containing oils but all perfume materials subject to oxidation should

be rigidly excluded from their composition.

The inclusion of terpenes in extract and toilet water formulæ illustrates a quite different unfavorable property of these bodies. The limited solubility of terpenes in alcohol of the strength most desirable for perfumes and toilet waters is apt to cause clouding and precipitation in the finished product, especially when exposed to lowering of temperature, as for instance, when these goods are placed in show windows or exposed to cold during shipping in cold weather.

Now the question naturally arises as to the cost of substituting terpeneless bergamot where ordinary bergamot sil has been used before. It requires three pounds of average quality bergamot oil to make one pound of terpeneless bergamot, with 100 per cent. efficiency of process and no waste. Adding the actual cost of processing and the manufacturers profit, it is obvious that a pound of the terpeneless can scarcely sell for less than the cost of four pounds of natural bergamot oil. Where bergamot is a major constituent and the finished product enters into a strongly competitive market, the manufacturer, after casual consideration, may decide that terpeneless bergamot is an expensive luxury, and continue as before. This seeming economy is discredited on a more thorough examination of the facts. In ordinary bergamot oil a certain proportion of the chief aromatic constituent (linalyl acetate), is used up in counteracting the odor of the terpeneless bergamot oil sonsiderably in excess of the three pounds of bergamot oil from which it is made. The use of the terpeneless bergamot oil from which it is made. The use of the terpeneless bergamot oil from which it is made. The use of the terpeneless bergamot entails no increased expense and is recommended unreservedly as a decided improvement wherever bergamot oil is used.

# JANUARY REPORT ON GRASSE FLORAL PRODUCTS

(FROM OUR OWN CORRESPONDENT)

GRASSE, January 5.—Following is the January report on flower products and essential oils in this region:

# Orange Flowers

There has been no change in the market for these products since our December report. So far, the orange trees have not been injured by the cold, and if the temperature remains mild the harvest of next May will be normal.

Opinions are various with regard to the suit instituted by the house of Coty, of Paris, against the co-operative association of orange flower growers. This suit, which was to have come before the Commercial Tribunal of Grasse in December, has been postponed until this month.

According to the contract between the firm of Coty and the Co-operative, the latter was assured of a minimum price of 3 francs 50 centimes per kilo for orange blossoms, and guaranteed to furnish Coty with the quantities of Neroli and orange flowers needed for his business. M. Coty agreed to take from the Co-operative every year 400 kilos of Neroli and 400,000 liters of orange flower water, on the basis of a price which should never be less than 3 fr. 50 per kilo of blossoms. However, M. Coty had the option of taking only 300 kilos of Neroli and 300,000 liters of orange flower water if the market price of the flowers were between 4 and 6 francs, 200 kilos of Neroli and 200,000 liters of water if the price was between 6 and 8 francs, and a lesser quantity or none at all if the price were above 8 francs. The distillation was to take place under the control of an agent of Coty. The market prices proposed by the Co-operative were based upon those current each year in the market place of Grasse, among the manufacturing perfumers of the town and its environs.

This contract was closed in 1921, for the May distillation,

and was to run 14 years,

At the present time, Coty, alleging that the Co-operative has brought about an excessively high price, and that this price is not justified, demands the cancellation of the contract and a sum of 500,000 francs damages and interest.

Your readers will be kept informed of the course of

this litigation.

Sales in orange flowers products are practically normal, being small individually, but numerous enough to make a considerable total.

Roses

Our predictions have been realized, consumers of rose products having reached the conclusion that it is impossible to expect as advantageous prices for next May's harvest as have ruled for the products of last year, and having therefore covered their needs for the coming year, and perhaps for the next year as well.

During December, important sales have liquidated completely all the material on the market, so that at present nothing remains on the open market. Stocks in storage are promised to regular customers of the manufacturing pertumers, and there will certainly be a shortage in rose products before the next harvest. A rise in prices is to be

predicted with certainty.

# Jasmine

Jasmine products have been in great demand recently. American and English perfumers have made large purchases, and stocks remaining on the market are insignifi-In these goods also a certain rise is foreseen, and buyers who provide for their needs now, although prices are higher, will be well-advised.

Although the demand for tuberose products has been less in volume than that for the last two flowers mentioned, it has been sufficient to move considerable quantities of goods. Remaining stocks are not large enough to render any decline likely.

Cassie

The market shows a rising tendency. Stocks are scanty, as a result of a bad harvest.

#### Violets

Parma violets, which have been almost unobtainable, will still sell at high prices this year. The amount of products manufactured will be small, for consumers do not willingly pay the prices demanded for these goods, and caused by the expensiveness of the raw material, Victoria violets will be extremely expensive as well, since

the flowers sell at high prices for use in bouquets at Nice and Cannes, making their use prohibitive in our industry.

#### Geranium

Oil of geranium of Grasse remains steady, for only small

stocks remain.

On the other hand, Bourbon oil has gone down. first cutting of the crop in Reunion caused an actual collapse in the prices for material available in Europe, and quotations went down 35 francs per kilo. A further decline is expected, for recent prices have been prohibitive, and out of proportion to the actual value of the oil in comparison with that of Grasse and of Algeria.

Lower prices are to be expected for Algerian oil as well. Some of the colonists are proposing sales for 4 or 5 years at interesting prices, which will permit of stabilizing the market in Algeria, and, by sympathy, in Reunion.

# Rosemary and Thyme

Prices are steady, sales are normal, and there is nothing of interest to record regarding these two oils.

# Lavender

Rather large sales have taken place during December. slight stiffening of the market is expected, especially for oils testing 40 per cent esters, which are becoming scarce.

It becomes more and more evident that present quotations for lavender oil cannot sink to any extent, but are likely, on the contrary, to rise when business picks up.

# Summary

A considerable recovery in business has occurred during It is to be hoped that the new year will the last month. see activity in business, which is likely if commercial rela-tions are revived with the countries of eastern and central Europe.

Lower prices are not to be expected except perhaps in orange flower products and in certain oils, such as geramum and mint, which have become objects of speculation,

# Clove Oil from Clove Stems

The Journal of Indian Industries and Labor, which is published in Calcutta, contains an article by S. T. Gadre, industrial chemist to the Government of the United Provinces, Cawnpore, giving the results of study of the yield of oil from clove stems. The bulk of the stem mawas formerly exported to Germany, where it was terin! distilled. Gadre found that clove stem oil corroded a copper still, and had to use a tinned one. He found a yield of about 4.5 per cent. The oil is pale yellow, deepening by exposure to light and air, and turning brown when heated. It conforms to all the requirements of the B.P. and U.S.P. The total eugenol by Umney's test was 93.09 per cent. The free eugenol by the method of Verley and Bolsing—said to give results within 0.5 per cent—was 69.86

# True Words Often Spoken in Jest

There are only a few original jokes and most of them are in Congress.—Meyer Druggist.



# OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION

Gordon M. Day, president of the Flavoring Extract Manufacturers' Association, and Thomas J. Hickey, executive secretary and attorney, have issued Circular No. 141, which is devoted chiefly to prohibition. Much space is given to correspondence with the Prohibition Unit at Washington, which is printed elsewhere.

The Arkansas situation is serious. Customers are reported to be abandoning the sale of flavoring extracts through fear of prosecution under the drastic State law as interpreted by the Arkansas Supreme Court. This decision is being construed by the lower courts as prohibiting the sale of flavoring extracts containing alcohol, although they are not mentioned specifically in the statute, and heavy fines have been imposed on grocers and other merchants selling The report continues: the same,

"Section 2 makes it unlawful to manufacture or sell 'any alcoholic, vinous, malt, spiritous or fermented liquors or any compound or preparation thereof, commonly called tonics, bitters or medicated liquors. This statute rightly interpreted would not apply to flavoring extracts, because flavoring extracts are not 'liquors,' neither are they 'tonics, bitters or medicated liquors.' Of course, where flavoring extracts are sold under circumstances which would suggest that they are to be used as beverages, this would have the effect of placing such flavoring extracts so sold in the category of 'liquors.' Flavoring extracts sold in a legitimate way for of 'liquors.' strictly culinary purposes are not 'liquors' within the true intent and meaning of the Arkansas Prohibition Law.

"Notwithstanding this, many dealers are being prosecuted and fined for selling flavoring extracts, according to reports.

We cannot get absolutely first-hand information as to the facts in these reported cases. It may be that these parties who have been fined are selling for beverage purposes.

so, they must expect trouble.

"From a common-sense, practical point of view, it seems to us that a merchant who in good faith sells flavoring extracts in the ordinary, legitimate way for culinary purposes only, will never be prosecuted in Arkansas or in any other State for a violation of the prohibition laws. And if he is prosecuted by some fanatic officials, we do not believe an American jury can be found which will convict him.

"We advise our members to be very careful in filling or-ders for shipments into Arkansas. If you have the slightest suspicion that an improper use of your goods is contemplated, refuse to fill the order. Also advise your jobbers and whole-salers to be more careful than ever before in handling your

flavors in Arkansas.

"Mr. R. H. Bond is making preparations to have a bill introduced at the next session of the Arkansas Legislature, which convenes in January, to amend the law so as to specifically legalize the sale of flavoring extracts and drugs when sold in good faith for flavoring or medicinal purposes. Our attorney is now at work preparing the proper form of bill for this purpose."

Readers of the FLAVORING EXTRACT Section are advised that items of interest to them may be found in our Trade Notes pages, as well as in Patents and Trade Marks, and other departments of The American Perpumer.

# PROHIBITION UNIT RULING ON SALES OF EXTRACTS AND LABELS

Attorney Hickey has made public the following correspondence with the Prohibition Unit at Washington in relation to the manufacture and sales of flavoring extracts containing alcohol:

MR. HICKEY TO DR. YOUNG, PERMIT DIVISION CHIEF First letter, October 31, 1922:

"The following questions have come up and I would request information and advice from you as to how to advise our members thereon;

"1. Where a permittee manufactures vanilla extract for a jobber named Jones, and labels it Jones' Vanilla Extract. and the permittee's name does not appear upon the label, can this procedure be carried out lawfully under the regula-tions of your Department? If so, is it necessary for the permittee to specify in his application for permit that he intends to manufacture goods for Jones & Company as above described? Or, can the permittee go ahead and make these goods for Jones & Company in the manner above described, without specifying in his application that he is doing so or intends to do so? This is a matter of considerable importance because many permittees do not know in advance the names of all the jobbers who they may be called upon to supply during the year under the jobber's private labels and therefore the permittee cannot in advance mention the names of all such jobbers in his application for permit.

"2. Where a permittee makes vanilla extract for an ice cream manufacturer named Smith, may the permittee label such vanilla extract 'Smith's Special Vanilla' and deliver same to Smith who uses it in flavoring his ice cream? so, is it necessary that this procedure be indicated in the

permittee's application for permit?

"3. Where a permittee has a permit which allows him to manufacture vanilla extract for further manufacturing purposes, may such permittee make and sell such vanilla extract in bulk to a firm who rebottles same and sells it to the grocery trade? The permit in this instance carries the ordinary potation that the permittee is authorized to the ordinary notation that the permittee is authorized to make the vanilla extract for sale to bona fide bakeries, manufacturing confectioners, etc.

In all the above cases the permittee has a permit to manufacture vanilla extract and the right to withdraw

alcohol for that purpose."

Second letter, November 6, 1922:

"Assuming that a permit is granted to the John Manufacturing Company to manufacture a concentrate flavor containing ethers, esters, fruit extractives, oils, water and 40% alcohol to be sold to manufacturers such as confectionery, soda fountain trade, bottlers and to the John Manufacturing Company and this product is called

"(1) May the John Manufacturing Company make a syrup from the above Flavor A' using four ounces to the gallon, and sell the syrup without additional permit to the

soda fountain trade?

"(2) May the John Manufacturing Company take the above mentioned concentrated 'Flavor A' and add to it coloring and fruit acid and sell it to the fountain trade under the name 'Special Concentrated Favor'? This special

prepared flavor is to be used by the bottlers to make a syrup in the same manner as the original concentrated 'Flavor A' is used, but with the exception that no coloring or fruit acids are added as the Special Prepared Flavor A already contains the necessary fruit acid and coloring added

by the John Manufacturing Company.

"(3) May the John Manufacturing Company, who has a permit to make the above mentioned concentrated Flavor A, manufacture a syrup by using four ounces of this flavor to one gallon of syrup and sell the syrup to the wholesale and retail grocers for household purposes? This syrup is to be used at home by diluting one ounce with five ounces of water."

# ACTING PRO. COM. JAS. E. JONES TO MR. HICKEY

November 25, 1922. Answers to both letters:

"Reference is made to your letter of October 31, 1922,

relative to the manufacture and sale of extracts.

"In answer to paragraph 1, you are advised that flavoring extracts such as vanilla, which is standard, should be listed on supplemental application and marked for sale for general distribution. When marked in this manner and approved by this office, it is not necessary to furnish labels when the products are sold to different parties who rebottle the same and sell under their own label. If you have a preparation specially approved under a label of some manufacturer it can not be sold for general distribution unless

such authority is given,
"In answer to paragraph 2, you are advised that if a preparation is approved for general distribution and some manufacturer desires the same for use in his own business, the preparation can be sold and special authority is not

required.

In answer to paragraph 3, you are advised that a flavor-ing extract which is approved for further manufacturing purposes only can not be sold to other manufacturers or for general distribution. If the formula of the preparation has been furnished and it meets the standards of this office for household purposes, the permit will not be limited to the use for manufacturing purposes only, but will be approved for general distribution, and it can then be used for manufacturing, sold to other manufacturers and sold to jobbers for distribution for household trade,

"In answer to your letter of November 6, 1922, relative

to the manufacture of extracts, you are advised as follows:
"In answer to paragraph 1, a firm having authority to manufacture a concentrate for sale to manufacturers and bottless only can use manufacturers and bottlers only can use such concentrate for the preparation of a syrup and sell the syrup to the soda fountain trade without having additional authority granted on the permit, it being understood that no additional alcohol is used in the preparation of said syrup.

In answer to paragraph 2, you are advised that if a firm desires to add to a concentrated label, the formula and and sell the same under a different label, the formula and label must be submitted and the preparation must be listed Form 1404 Supplemental and specific approval given.

"In answer to paragraph 3, you are advised that extracts approved for manufacturing purposes only usually do not meet the same requirements as are necessary for extracts approved for household use. If the preparation meets the standards of this office and authority is given for the sale of the same for general trade, the product may also be sold to manufacturers. If the supplemental application is limited manufacturers. If the supplemental application is limited to the sale of the products for manufacturing only, the supplemental application must be submitted together formulæ and labels under which the products are sold and specific authority given for sale for general trade.

# Canada Puzzled by Ice Cream's Status

The question whether ice cream is a necessary food baffled a sub-committee of the Dominion Cabinet recently, although it long has been recognized as a food in the United States. The National Dairy Council contended that ice cream was a food, used by rich and poor, and hence entitled to second class rating by express companies. The Railway Commission demurred, saying it was a luxury. Express company representatives called it a manufactured article. The sub-committee gave it up.

# SODA WATER FLAVORS MANUFACTURERS

Harry Whittle, of Philadelphia, president, and Thomas J. Hickey, of Chicago, secretary and attorney, together with the legislative committee of the National Association of Manufacturers of Soda Water Flavors, have kept up their activities during the last month in looking out for the interests of the association and of members. Secretary Hickey has collected information about the bills introduced in the legislatures and other subjects, and has transmitted the same to the members with recommendations. Mr. Hickey has issued a special circular correspondence with the Prohibition Unit at Washington regarding flavoring matters. It will be found elsewhere in this department.

# PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest comtained in FEDERAL AND STATE official reports, etc., relating to perfumes, toilet preparations, flavoring extracts, soaps, etc.

# FEDERAL

# Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 10,651 to 10,850 inclusive. sent out recently by the Bureau of Chemistry, Washington, D. C., the following is of interest to our readers:

10,784. Adulteration and misbranding of orange, raspberry, strawberry, and lemon flavoring extracts. U. S. v. 17 Bottles of Orange Flavoring Extract, 11 Bottles of Raspberry Flavoring Extract, 20 Bottles of Strawberry Flavoring Extract and 72 Bottles of Lemon Flavoring Extract. Default decree of condemnation, forfeiture and destruction. No claimant appeared. Articles seized were artificially colored, contained substances to lower their quality and strength and mere mislabeled, being imitations and quantity of contents not being marked plainly on the outside of the packages.

There were 27 olive oil convictions, a fine of \$75 being imposed in one case, the others being condemned and ordered destroyed, forfeited, or sold.

# Confer on Standardizing Containers

About 100 manufacturers, distributors and users of food and other containers attended the Washington conference starting January 16 to consider plans for standardizing the sizes and varieties of containers. William A. Durgin, Chief of the Division of Simplified Practice, Department of Com-Secretary Hoover delivered an address and merce, presided. others also spoke in favor of simplification,

Louis J. McDavitt, Colgate & Co., said that before final recommendation for simplification is considered the classifi-cation committee of the railroad interests must be brought in because its late classification schedules are now based on

existing containers.

# Food Standards Officially Adopted

Standards and definitions for butter, condensed milk, cacao products, ginger ale and ginger ale flavor, cayenne pepper, oil of cassia, and breads, have been adopted by the Secretary of Agriculture upon the recommendation of the Joint Committee of Definitions and Standards for the guidance of the Federal officials in the enforcement of the Federal Food and Drugs Act. These standards become effective at once.

The standards and definitions have been adopted by the Association of American Dairy, Food and Drug Officials and the Association of Official Agricultural Chemists and will be used generally by state officials in the enforcement

(Continued on Page 512.)

seen many people in different lines of business come and go; seen success and failure; many changes in business; Chicago grow from a few thousand to about three million, and with all the work, and change, and growth, of joy and sorrow, that years bring with them. He recalls that when beginning business, his cheeks were rosy, his step elastic. His step so continues, but his cheeks are not quite so rosy, and above his temples a few gray hairs by close inspection may be noticed.

Mr. Barrett's numerous friends, both in and out of trade, will join in the New Year wish of continued good health and a long and happy term of years to come for him.

A general meeting of the salesmen and department heads of George Lueders & Co., New York, was held at the offices of the company, 427 Washington street, January 8 to 11. There were about a dozen in attendance and the meetings were presided over by Mr. George Lueders. The sessions ended with a dinner at the Hotel Brevoort.

R. W. McCargo, representative with headquarters in Knoxville, Tenn., recently completed his twenty-fifth year with the firm and he has been presented with a gold watch and gold and enameled pin that is given to all those associated with the firm that complete their quarter century.

The men from the different parts of the country were enthused with the prospects of enlarged business in 1923 and, as the past year was a very good one also, they have good reason to be satisfied with developments.

Mr. and Mrs. George Lueders sailed on January 13 for a three weeks' trip to Bermuda,

The right to rebottle French perfumes for resale in vials, and the right to use the face powder of a foreign manufacturer as a component part of compacts, is the subject of a petition for a writ of certiorari filed by Isaac Reiss, attorney for Prestonette's, Inc., in proceedings to try to take an appeal from the recent decision of the lower courts preventing the practice.

An appeal to the United States Supreme Court does not exist as a matter of right. In a case of this kind it is first necessary to show that the subject is one of great public interest and that a novel proposition of law of great importance is raised. This is set forth in the brief applying for a writ of certiorari and if the court sustains the writ, a hearing will be held in due course on the points raised in the appeal. Most appeals of this nature are futile.

Prestonettes, Inc., has set forth ten propositions of law for the court to decide. These propositions of law raise a number of perplexing problems, involving the purpose of the Trade Mark Act and also squarely raise the issue of the-right to repack or rebottle the products of a foreign manufacturer for resale. The Court is expected to give a decision on the writ January 23. If it is granted, a hearing will follow in due course.

Of course, Coty, the original plaintiff in the action, has filed briefs opposing the granting of the writ. Up to the time of the decision of the Circuit Court of Appeals in this case, it was estimated that the total business done in the resale of foreign perfumery in vials and of powders in compacts averaged about \$1,000,000 annually.

A visitor to the office of Ungerer & Co., New York, recently gave "W. G." a shock by knocking over and almost breaking a display bottle of Vertena, a remarkable solution of green color, which solution had been made in Ungerer & Co.'s office nearly thirty years ago.

Paul Jeancard, accompanied by his son Robert, arrived in New York recently on a tour of the country. Mr. Jeancard was a prominent figure in the natural raw material industry in France for many years and his products were well known in this market. He is founder of the French Cic. Nationale de Matieres Colorantes and many other similar corporations.

H. W. Quelch, of Henry C. Quelch & Co., London, Eng., arrived at the Plaza Hotel, in New York, January 10, for a visit of two or three weeks. The firm has the agencies in Great Britain for several important American specialties, including Cutex, Swandown, Woodbury's, Hinds' and Colorite.

J. G. Siarri, manager of the Paris office of Morana, Inc., New York, sailed for France with Mrs. Siarri January 17 on the *Paris*, after a month and a half's visit to the New York office.

Grand Rapids (Mich.) Herald devotes an illustrated chapter to the success of Miss Mayme Huysman, who was graduated six years ago from Notre Dame University and then branched out into the perfumery industry, utilizing her knowledge of chemistry, reinforced by a course in a business college, to start the Auld Acquaintance Perfume Co., of which she is the sole proprietor.

At the recent annual meeting of Van Dyk & Co., New York, it was decided by the Board of Directors to increase the capital stock from \$15,000 to 750 shares, or \$75,000 preferred stock, and 1.250 shares of common stock, no par value. The Board of Directors consists of: S. Isermann. President; M. Isermann, Vice-President and Secretary, and R. H. Steele, Treasurer. The company reports that 1922 was a fair business year and it expects that in 1923 many of the new products, which have been developed in the last few years, will be placed on the market.

Owing to an unfortunate accident, part of a shipment of the beautiful insert advertisements of Polak & Schwartz, Ltd., Zaandam, Holland, was damaged in transit. Therefore some of the copies of this issue have been bound without this customary work of art.

A few specimen inserts have been set aside for those of our readers who are desirous of keeping the series complete, and copies will be furnished on request as long as the small supply lasts.

A. L. Van Ameringen, 15 Irving Place, New York, announces that his firm has been appointed New York agent for Marey & Co., 35 Rue Lafayette, Paris. Marey & Co. are manufacturers of synthetic aromatic chemicals, terpeneless and sesqui-terpeneless oils, and a number of derivatives and isolates from natural materials. We are advised that the line is very complete and that an ample stock of goods will be carried in this country.

Abbott Laboratories, Inc., of Chicago, recently bought the entire Dermatological Laboratories, of Philadelphia.

Eli Lilly & Co., wholesale druggists, Indianapolis, Ind., have bought a six-story building at Spring and Crosby streets, this city, to house their New York branch, of which G. E. Dunhar is the manager, after February 1.



Joseph Baird Magnus, treasurer of Magnus, Mabee & Reynard, Inc., is receiving congratulations from his host of friends in the trade following the announcement of his engagement to Miss Norma Inez Werner, daughter of Mr. and Mrs. Luther M. Werner of the Hotel Bossert, Brooklyn, N. Y., and Greenwich, Conn. The announcement of the engagement was made at a luncheon at Pierre's late in December which was attended by thirty-eight guests. Mr. Magnus is the son of Mrs. Magnus and the late Percy Cecil Magnus and is a grandson of Gen. Lucius J. Gartell of Atlanta, Ga. In 1914 he was graduated from the Staunton Military Academy, later serving as a Naval aviator during the war. He is well known in business and is affiliated with numerous chemical and allied clubs in New York

Following her graduation from the Brooklyn Heights Seminary three years ago. Miss Werner made her debut and was accepted at once by Brooklyn and Manhattan society, becoming an active member of the Junior League and identifying herself with the social and club interests of the younger set in Brooklyn. Last autumn she returned from an extended trip abroad.

On his 75th anniversary Theodore W. Foster, head of Theodore W. Foster & Bro. Co., Providence, R. I., is sending to his hosts of friends a souvenir folder containing the essential points in his long and useful career. Mr. Foster was born in Rome, N. Y., but migrated early to Rhode Island and enlisted as bugler in Company C, Third Rhode Island Cavalry, serving two and a half years in the Civil War. The 75th is not the only anniversary marked in this establishment of jewelers, silversmiths and makers of toilet wares, for January 1, 1923, marked the exact date fifty years from the time of the founding of the firm by Theodore W. Foster. Originally a small plant it has grown until it is an institution in Providence. Mr. Foster in his greetings to his friends tells of his appreciation of their good will and confidence which have "served as an unfailing source of personal and business inspiration." He adds: "To my honored business associates, whose unstinted loyalty has made possible the development of this institution, I express my deepest gratitude." The Foster firm is represented in New York City by Ralph Wilson.

An organization recently formed under the title of Druggists of New York plans to hold drug show in Madison Square Garden in the week of February 19 to 22. State Senator James J. Walker is mentioned as chairman of the committee in charge and various manufacturers have been asked to appoint representatives to act for them. William H. Wellman, assistant secretary, 35 East 26th street, outlines the objects as follows: To promote better feeling between the manufacturer, jobber, retailer and distributor, and to develop stronger co-operation among the four factors in the metropolitan drug trade.

Attention is called to the attractive insert of the Henderson Lithographing Co., Cincinnati, Ohio, which appears between advertising pages 122 and 123 of this issue. The obverse side of the insert shows a few representative numbers from the company's line of stock perfume and toilet preparation labels and the reverse side contains a picture of the company's large plant together with a brief description of the service the company renders.

Ungerer & Company, Inc., essential oils and perfumers' materials, entertained the managers of several of their branch offices in New York during the latter part of December. C. L. Iorns, in charge of the St. Louis office; Edward Trippe. Philadelphia manager; L. H. Carlson, of the Detroit branch, and Harry J. Ahles, manager of the Chicago office, each spent some days in New York acquainting themselves with the latest developments in the Ungerer line and laying plans for the new year. All reported favorably on business conditions in their territories and expressed themselves as confident that the steady improvement in trade which has been noted in 1922 will be continued and accelerated during 1923. Ungerer & Co. have a close-knit organization covering not only all important points in the United States, but Canada and Mexico as well. From all sections the report is the same, that 1923 may be counted to show excellent business in all lines.

The company has filed a certificate with the Secretary of State at Albany increasing its capital stock from \$20,000 to \$250,000.

W. G. Ungerer was host at a Christmas dinner given to about seventy-five of his personal friends on December 20.

The affair, held at the Lion D'Or, was in the nature of a farewell party in advance of the sailing of Mr. Ungerer for Europe January 6, on the Majestic, for a protracted visit to France.

Some of Mr. Ungerer's friends, assembled at the pier to bid him bon voyage, made comment on his splendid healthy appearance, whereupon he remarked with a wise wink:

"That is due to the fact that I have just been Renovated." And all agreed that it was a very good job.

Adolph Klar, manufacturer and importer of cosmetics and other toilet accessories, 5 East 19th street, New York, reports that the demand for rouge, face powder compacts and other Klar specialties has increased so heavily that it will become necessary soon to again add to facilities of the laboratories, which were enlarged only last November.

B. Kronish, in charge of the creation department, said recently: "It is really remarkable how the demand for our products has grown. I attribute this result in part to the use of the best ingredients in all of our preparations and to the personal supervision of the laboratories by my brother. David Kronish, who is an expert chemist. One of the best innovations we ever introduced was the handpainting of novelty boxes, which originally started with rouge and face powder vanities. We now are decorating in a similar manner lipsticks, eyebrow pencils and other metal containers, our newest being the supersize lipstick, handdecorated, which is selling splendidly. Our art department has grown to considerable size."

Particular personal attention is being given by Adolph Klar to the hair net branch of the business and steps are being taken to meet the expansion expected in the new year. Nets of various brands are put up for dealers under their own names. With the waning of the bobbed hair craze, this end of the Klar establishment is expected to share in the bright prospects of the other departments.

Karl Kiefer Machine Co., Cincinnati, Ohio, has arranged for a booth to exhibit its bottling machinery at the National Canners' Convention, Atlantic City, January 22-26.

Denver (Col.) distributors of Procter & Gamble products are conducting an extensive soap wrapper contest.



The claims of the Standard Automatic Machine Co., Rochester, N. Y., stated in a complaint filed in the U. S. District Court for the Southern District of New York, are sharply challenged in the answer filed by the defendant, The Karl Kiefer Machine Co., Cincinnati, Ohio. Owing to congestion in the courts the case will probably not be tried for over a year.

The Standard Automatic Machine Co. claims that Alphonse J. Gosselin was the first and sole inventor of certain new and useful improvements in vacuum filling machines not known or used in the United States before his invention, January 11, 1917, and not patented or described in any printed publication before his invention or more than two years prior to it. The company claims that the Gosselin patents were assigned to it; and it seeks an injunction to prevent the defendant from making and selling vacuum filling machines.

The Karl Kiefer Machine Co. in its answer denies that Alphonse J. Gosselin was the original inventor of any new and useful improvements in filling machines and sharply challenges the claim that his was a pioneer invention. In support of this the company avers that long prior to the alleged invention every principal and combination of devices claimed in Gosselin's patent was fully set forth and shown in 35 other prior patents dating back to 1870. Furthermore the Karl Kiefer Machine Co. states that every substantial and material part of the Gosselin patent was publicly known and used more than two years prior to the Gosselin application for a patent; and a list of 13 users is given in support of this contention.

The Karl Kiefer Machine Co. also says that it has made a distinguishing characteristic of the invention that the liquid and air passages are permanently open throughout their entire length and that the Standard Automatic Machine Co. does not manufacture and sell any machines under the Gosselin patent with permanently open passages but draws the liquid directly from a supply tank and employs valves in the passages and does not employ the alleged essential features on which the patent was granted. The defendant company therefore claims that the patent does not disclose the whole truth with reference to the invention and therefore is invalid. It is further alleged that the contentions of the plaintiff are a fraud on the public and the issuance of the Gosselin patents was obtained by misrepresentation. A counterclaim is set up by the defendant asking for at least \$10,000 damages for acts of the plaintiff in threatening defendants' customers with infringement suits. A permanent injunction is also sought by the defendant to restrain the plaintiff from further acts of the same sort which are indicated in the brief filed by its attorneys, Allen & Allen of Cincinnati, Ohio.

Stockholders of Monsanto Chemical Works have elected the following directors: John F. Queeny, Gaston DuBois, Beverly D. Harris, Edgar M. Queeny, H. O. McDonough, Joseph D. Lumaghi, Theodore Rassieur. The new officers are: Chairman of the Board, John F. Queeny: President, Beverly D. Harris; First Vice President, Gaston DuBois; Second Vice President, Edgar M. Queeny; Third Vice President, Frank L. McCartney; Treasurer, H. G. Gunther; Secretary, W. R. Phemister; Assistant Secretary, C. A. Zacher. Frank L. McCartney's title is now vice president in Charge of Sales, while Edgar M. Queeny is vice president and assistant general manager. The business outlook was reported as extremely satisfactory.

A recent duck-shooting party at Pope's Island Club, Chincoteague Bay, Md., consisted of several well-known men in the supply part of the industry of New York. There were A. H. Wirz and Sewell H. Corkran, of A. H. Wirz, Inc., Chester, Pa.; William H. Green, of Tin Decorating Co. and Addison Lithographing Co., New York; W. E. Swindell, of Swindell Bros., Baltimore, Md., and three additional friends not connected with the industry. were on the shooting grounds three or four days and managed to bag ten geese and fifty ducks, and the occasion was otherwise profitable, due to the good fellowship and interesting discussions that marked the evenings at the camp. The first evening was devoted to the discussion of gems of current literature, particularly poetry, in which Mr. Green shone, and a discussion on bird life, particularly the English sparrow, was led by Mr. Wirz. Mr. Corkran, who is a deep student of the English nobility, told a number of interesting anecdotes and Mr. Swindell participated impartially in the various subjects.

A long distance record in shooting from the blind was established by Messrs. Corkran and Green, who spent all of one day from sunrise to sunset, Micawber-like, waiting for something to turn up.

- T. T. Holman, who has been connected with Antoine Chiris Co., New York, for over twenty-two years, started recently on a well-earned vacation, sailing on the Samaria for a four months' trip around the world.
- J. E. McBrady, Chicago, head of the perfume house that bears his name, made a trip to Boston recently with Mrs. McBrady. He was investigating Eastern markets for his growing business.

Pierre S. Cunisset, vice-president of Antoine Chiris Co., arrived in New York on the *Paris* January 13 on his usual annual visit.

Frank H. Lowenfels, vice-president of M. DeMattia Chemicals, Inc., New York City, accompanied by Mrs. Lowenfels, has returned from a trip to New Orleans, La.

The accidental breaking of a bottle of cenanthic ether, near the flame of a gas stove, recently caused a small fire in the stock room of the O. A. Brown Co., Inc., 246 Pearl street, New York. Joseph Groeger, a bookkeeper, was severely burned on the legs. His cries summoned other employees, who prevented the blaze from spreading. The injured man was treated by a physician from the Beekman Street Hospital and then went home, where he is rapidly recovering.

Fire on January 6, caused a loss of between \$30,000 and \$40,000 in the Jersey City five-story factory of the Anderson-Hilber Co., Inc., of New York. Drugs produced such a heavy smoke that the bremen had to use gas masks. The loss was covered by insurance.

Pierre Lemoine Cie, 294 Pearl street, New York City, sent to friends in the trade during the recent holidays handsome leather bill-folds. The spaces provide for cards, and the wallet is so flexible that the user will be able to carry a considerable amount of money in it. The name of the denor appears in gold letters on an inside fold.



Chicago had a holiday experience with sellers of fake perfumery put up in attractive bottles containing water, but bearing popular labels. The operations were carried on more or less extensively, the sellers baiting their victims with genuine odors and offers of what appeared to be bargains. One of them made a repeat call on Harry L. Harris, an automobile dealer, who notified the police. Two men, giving the names of E. L. Kellar and Donald C. Gould, were arrested and a raid was made on their flat, where 200 bottles with ornamental labels and filled with water were found and confiscated. The prisoners told hard luck stories, one of them arousing sympathy by his pleas for his young wife and baby. The two men finally were tined and allowed to go free, although they evidently had been operating extensively, for express packages of broken goods were returned from other cities after the police nipped their scheme in Chicago.

We are indebted to the Citrox Co. and the National Soap & Perfume Co., both of Chicago, for calling our attention to the swindle. From the latter comes this comment:

"This selling of fake perfume is the talk of the town. Let us hope it will blow over and the public will use the good perfumes made by the science and skill of the fine body of perfume chemists America has produced, of whom we all can be justly proud. And we American perfumers can also be proud of the most magnificent magazine in the world, your and our magazine."

Sardou, Inc., 569 Hudson street, New York City, is an involuntary bankrupt at the instigation of the following creditors: George Sardou, \$5,000; Gussie Korn, \$1,500; Judge Knox appointed Owen S. M. Tierney receiver under \$2,500 bond. Liabilities are about \$22,000 and assets about \$3,500. Last summer prohibition agents seized fifty barrels of alcohol which it was claimed the company had diverted to illicit uses. The ease is still pending.

Other local business troubles in the last month:

William H. Daggitt's Sons, soap manufacturers, of 383 West 12th street, filed schedules in bankruptcy Jan, 4, listing liabilities of \$14,112 and assets of \$12,826, main item of which is fixtures and machinery, \$10,865. Principal creditors listed are J. B. Daggitt, \$3,600; Hammond Printing Co., \$2,000.

Royal Pharmaceutical Perfumery Co., Inc., of 49 East 102d street, filed schedules in bankruptcy Jan. 8, listing liabilities of \$7,907 and assets of \$353. Charles Shongood appointed custodian under \$500 bond.

A petition in bankruptcy was filed Dec. 26 against the Frisch Toilet Mirror Co., Inc., 39 Borden avenue, Queens, L. I., by Lavinina Markham for \$700.

F. H. Chase, of the Joseph Burnett Co., has been made a member of the board of directors of the New York Association of Manufacturers' Representatives.

Palmolive Co. has opened a branch office in Syracuse, N. Y., sending W. R. King there from this city to be in charge as district manager, with a force of thirty salesmen. These officials attended the inauguration: E. H. Little, eastern divisional sales manager; J. S. Hewitt, manager, New York sales branch; Edward Green, of the accounting office in Brooklyn; Ross Meahl, Milwaukee, of the industrial department; Carl Sellmer, department manager of the Crystal Soap lines,

Nipola Products Co., 1708 Woolworth Building, New York City, has absorbed Nips Co., Inc., of Hoboken, N. J., and has taken over the entire stock, patents, good-will, etc., of the latter concern. The company will maintain its headquarters in the Woolworth Building and it has leased the ninth floor of 110 West 14th street where its factory will be located. George Londoner, formerly with Mifflin & Co. and also formerly with McKesson & Robbins, Inc., has been appointed general manager. The other offices of the company are Myer Arensberg, president; L. A. Van Dyk, secretary and treasurer; and H. W. Jenisch, vice president. The company will market imported perfumes in nips through vending machines.

L. A. Van Dyk, manufacturing chemist, 110 West 14th street, New York City, has purchased a third interest in the Flylock Lutlery Co., Bridgeport, Conn., and has been made secretary and treasurer of the company. The company manufacturers a line of pocket cutlery and other specialties.

W. J. Zick, formerly in charge of the Chicago territory for the Chemical Products Division of the Standard Oil Co., New Jersey, has been appointed assistant to John C. Wolke, Sales Manager of the Chemical Products Division in the main offices of the Division, 44 Beaver St., New York City.

Francois Coty, French perfumer, has leased for American headquarters three floors and basement in the twelve-story building at 423-431 West 55th street, New York City. The lease calls for an aggregate rental of about \$1,000,000 for 75,000 square feet for a long term of years.

V. Vivaudou, Inc., New York, has closed a contract with the Mineralava Co., whereby Vivaudou becomes exclusive selling agent for 21 years, and the Mineralava Co. agrees to spend a minimum of \$1,000,000 a year for advertising. According to semi-official advices, this contract alone, based on business completed the last three months, and the outlook for 1923, is expected to earn more than \$3 a share on the 300,000 shares of V. Vivaudou, Inc. The Vivaudou Company is reported to have had a very successful year in its regular business, and early consideration is expected to be given to the resumption of dividends. The earning prospects for the current year are very optimistic, according to a well-informed source. Regular business is expected to show around \$4 a share, in addition to the Mineralava profits.

Numerous friends of H. D. Crooks, of John Blocki & Son, the Chicago perfumers, will regret to learn of the death of his wife on January 11, after an illness of two months. One son and three daughters also survive. Many friends, including a large representation from the Chicago Perfumery, Soap and Extract Association, attended the funeral. The large number of floral tributes served to show the esteem in which Mrs. Crooks was held by her many acquaintances.

J. Dudley Schwartzman announces that he has resigned as officer, director and general manager of the Herman Chemical Co., of Brooklyn, N. Y.

#### NEW PRICE LISTS, PUBLICATIONS, ETC.

STAFFORD ALLEN & Sons, Ltd., London, Eng., Ungerer & Co., 124 West 19th street, New York, American representatives.—January price list of the Allen essential oil commodities is just at hand, giving wholesale quotations on various products handled by the firm, including terpeneless and expressed oils, Allen's oleoresins, powdered drugs, etc., chemicals, synthetics and sundries.

CLARENCE MORGAN & Co., 355 West Ontario street, Chicago, have issued their January price catalogue of raw materials for períumers and soap makers. A page is devoted to Morcograms which are bright, snappy trade paragraphs.

Frederick Stearns & Co., Detroit, have just sent us the Autumn number of their lively little organ, the New Idea, with New Year's greetings. New Idea always is interesting.

"DIGITALIS STANDARDIZATION" is reprint No. 232 of a paper on studies from the medical research laboratories of Parke, Davis & Co., Detroit, who will supply copies.

Mexican Chamber of Commerce, Woolworth Building, New York, is issuing Mexican Trade News, recent copies of which are at hand. The subscription fee is \$2.50 a year.

HENRY LINDENMEYR & Sons, 32 Bleecker street, New York, have issued a bound catalogue and price list in handy form of more than 200 pages, describing and pricing papers, card boards, etc. There is a complete index and a chapter is given on trade customs, as well as a chart of weights.

DIGEST OF COMMENTS ON U. S. P. AND N. F. FOR 1920. issued as Bulletin 131, Hygienic Laboratory, United States Public Health Service, printed in the Government Printing Office, Washington, is just at hand. It was compiled by A. G. DuMez and is an excellent compendium.

"CHEMIST & DRUGGIST DIARY 1923," published by the London Chemist & Druggist, just received, is a volume of more than 400 pages, not including the blank ruled pages for diary purposes. The trade directory is complete and the literary contents include digests of laws, formulas, lists of associations, excise duties, poison antidotes and many other subjects in handy form for reference.

"BUYERS' GUIDE-BOOK," 1922-23 Edition, issued by Drug & Chemical Markets, New York, is divided into two parts, the first being a directory geographically arranged of the drug, chemical and allied industries, while the second part lists products handled, giving the names of sellers. The book seems to be more complete than previous similar publications and shows evidence of care having been given in its preparation. In most instances telephone numbers are given in addition to other addresses of firms.

"YEAR BOOK AND DIARY FOR 1923," published by the Perfumery & Essential Oil Record, London, Eng., is received. Among the contents, besides calendars, etc., will be found a review on essential oils and perfumery for 1922, analysis of oils, yields, variations and constants for normal essential oils, characters of terpeneless oils, and a list of books on trade subjects. The usual tables of statistics are carried up to date and the book is as useful as usual.

T. C. Brown, district manager at Dallas, Texas, for the Procter & Gamble Distributing Co., returned home recently from a hunting expedition near Carrizo Springs on the Rio Grande with a 130-pound buck, a large loper wolf and a string of ducks as results of his marksmanship. On a previous trip Mr. Brown bagged three bucks.

#### BOOK REVIEWS

LE CAMPHRE ET SA SYNTRÈSE, par A. Dubosc et La Culture Industrielle du Camphrier par le Dr. L. Trabut (Camphor and its Synthesis and the Industrial Cultivation of the Camphor Tree), Scientific Series of La Parfumerie Moderne, Vol. 1, Édition Pierre Argence, 285 rue Jean-Jaurès, Lyon, 8vo., 64 pp., price 6 francs; postage extra.

This well-chosen summary of the history, chemistry and economics of camphor will undoubtedly be of great value in the immediate future, as the problem of the world's supply of this invaluable substance becomes more acute. Despite the great extent of the literature of camphor, there exist, we are told by the eminent Professor Kondakov, who furnishes the preface to the present volume, but three publications devoted to this topic, of which two are in German and one in Russian. One wonders how long the English-speaking world will have to wait for a concise summary of this important subject,

The treatise of M. Dubosc, which takes up four-fifths of the present volume, includes a brief account of the history of camphor from the first century to the present. This is followed by a description of the methods of production of camphor and oil of camphor, as it is carried out in Formosa, Japan and China. The efforts at acclimatization of the camphor tree in India, Burma, Ceylon and other parts of the world are briefly mentioned as well as the American plantations which, according to recent news advices, are being abandoned.

The most complete and thorough part of this study deals with the economics of camphor production. The growth and methods of the Japanese monopoly are described, and the "dumping" tactics by which it succeeded in killing the nascent industry of synthetic camphor are made clear. Furthermore, the world's prospects of camphor supply are set forth. Over against the present ironbound control by the Japanese monopoly are set the inevitable exhaustion of the Fomorsan camphor forests and the constant possibility of the production of synthetic camphor whenever a slightly raised price level permits. Another factor not sufficiently brought out by the author is that of camphor substitutes in the pyroxylin plastics industry, which are becoming more and more useful at the present time.

Finally, a brief account of the principal synthetic methods of camphor production is given, together with a description of the most important patents, including those of the author, in this field.

The general plan and balance of this short treatise are excellent. It suffers, however, from several imperfections. The statistics are neither so complete nor so modern as to be of the utmost value. Some of the statements, moreover, do not accurately reflect present day conditions. For example, the author states (p. 18) that light camphor oil is hardly exported at all, and that the heavy camphor oil which is exported contains about fifty per cent of dissolved camphor. The extent of the railways of Formosa is also greatly understated (p. 22). The orthography of foreign names, especially the German, Chinese and Japanese, is wretched, and the typography on the whole hardly reaches the standard proper to a scientific work. A more serious fault is the slight but noticeable dislocation of emphasis between the values of French and German scientific work on the chemistry of camphor. A serious omission is that of a bibliography. While a complete list of references to the literature of camphor would take up more space than

this entire treatise, nevertheless a carefully selected short bibliography would have added greatly to its value.

The paper on the industrial cultivation of the camphor tree by Dr. Trabut is a short but practical and authoritative account of the botany and arboriculture of Laurus camphora or, as the author prefers to call it, Camphora officinarum. Especially interesting is the story of the efforts of the author to further the cultivation of camphor in Algeria. A bibliography of 44 titles is appended.

DUDLEY H. GRANT.

Pharmaceutical, and Food Analysis. By Azor Thurston. Published by Van Nostrand Co. 415 pages. Price \$4.50.

This manual is stated to be the outgrowth of the author's connection as Chemist (for seventeen years) with the Ohio State Dairy and Food Department, and its political successor, Originally it was intended to cover a complete range of food and drug products, but size compelled a restriction to a book on general methods of analysis and a consideration of Oils, Fats, Waxes, Dairy Products, Flesh foods, Eggs and Essential (or Volatile) Oils, only. As such it is fairly upto-date, including many of the official methods of the Federal (and State) food inspection departments and the Federal or U. S. Pharmacopoeia standards for each product where standards have been fixed. Also a number of Federal food inspection "Notices of Judgment" are referred to, to show adulterations being found in various products, in modern ford inspection. A quite complete bibliography of original contributions, on the chemistry and analysis of the various products, is listed after each section dealing with those products.

To make such a work complete would be a monumental task and therefore any such book is necessarily limited in its value to official chemists. More than any other group of chemists, the official food and drug chemists must have constant access to a fairly complete special library consisting of hundreds of books of reference, research, official reports, legal documents, investigations and scientific society proceedings, dating back thirty years. The writer has been accumulating them for 25 years and if only the valuable data was incorporated into one book, it would be larger than the unabridged dictionaries. Hence any criticism on the score of completeness is unwarranted and one can only say, that as far as the book under review goes, it is modern and accurate. To the readers of THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW the section of greatest interest would be that on "Volatile Oils," wherein nearly all of the oils used in flavoring extracts and in pharmacy are listed and individually dealt with, specific adulteration reported in Federal Notices of Judgment being given when possible. A hasty review shows some well-known official tests to be left out or only referred to in the bibliographies. Thus the official Hiltner method for citral in flavoring extracts is not given and the same is true of a number of other official tests on oils and extracts. In a book, primarily for analysts not already familiar with official analytical methods, such omissions are unfortunate. In other words the book is not as valuable to those unofficial chemists, who may have use for it, as it might have been. However, it will serve to awaken a great many commercial and other analysts to a realization of what is involved in modern food and drug inspection analysis.

Another volume, dealing with other foods and drugs other than those included (see above) is contemplated by the author.

R. O. Brooks.

#### NEW INCORPORATIONS

(Our readers who may wish to take advantage of this department are advised that it is desirable to write, not send circulars, to more than one of the names mentioned in the incorporations. Except in the case of the incorporation of old firms, the postal people may have no ready reference for addresses of new business enterprises.)

Coty, deal in toilet articles, \$11,000,000 capital stock, has been incorporated in Delaware by B. E. Levy, Paul Fuller, Jr., New York; P. A. Shay, Brooklyn.

Hixson Soap Co., Pasadena, Cal., has been formed with a capital stock of \$50,000.

Hudson Alcohol Co., Inc., 761 Bergenline avenue, West New York, N. J., buy and sell denatured alcohol, \$10,000 capital stock, has been incorporated by Abe D. Levison and others. Dominick Curcio is agent.

Pilogen Corp., Manhattan Borough, New York City, toilet preparations, \$100,000 capital stock, has been incorporated by B. and A. and G. Camargo. Attorneys, Kelly, Hewitt & Harte, 41 East 42nd street,

Robert Arnow Co., Manhattan Borough, New York City, toilet articles and umbrellas, \$5,000 capital stock, has been incorporated by R. Arnow, I. Sherman, M. A. Pike. Attorney, P. Abelson, 35 Nassau street.

Krano-Zemo Skin Products Co., toilet articles, \$750,000 capital stock, has been incorporated in Delaware by E. Harmon, Girard, Kan.; Chas. K. Walker, Claud E. Oxbun, Pittsburgh, Kan. Corporation Guarantee & Trust Co.

Star Extract Works, Manhattan Borough, New York City, flavoring extracts, \$75,000 capital stock, has been incorporated by D. and M. and C. Katzenstein. Attorneys, Engel Bros., 132 Nassau street.

Verdina Co., Manhattan Borough, New York City, make perfumes, \$5,000 capital stock, has been incorporated by S. H. Schreiber, S. T. Haler, D. Alexander, Attorneys, Olcott, Bonynge, McManus & Ernst, 170 Broadway.

Standard Allotment Corp., Manhattan Borough, New York City, toilet articles, groceries, \$50,000 capital stock, has been incorporated by L. Gates, Jr., S. V. Turits, J. J. Hall. Attorneys, Weil & Purvin, 291 Broadway.

Franks Chemical Co., Brooklyn Borough, New York City, make soaps, etc., \$30,000 capital stock, has been incorporated by A. M. Rosenthal, J. M. Franks, P. M. Lah. Attorneys, Davis, Siegel & Nathan, 34th street and Broadway.

Thierry Perfumery Co., Denver, Col., \$150,000 capital stock, has been incorporated by S. Thierry, Lucien Pigot and H. P. Clark.

D'Heraud of Paris, Manhattan Borough, New York City, make perfumes, \$20,000 capital stock, has been incorporated by L. and P. Blume, M. L. Cohen. Attorney, S. M. Newman, 63 Park Row.

C. P. Trovalo Co., Brooklyn, N. Y., tallow, \$10,000 capital stock, has been incorporated by P. C. Trovalo, A. J. Heins, F. J. Greco. Attorney, H. Strizver, 38 Park Row.

Chex Products Corp., Manhattan Borough, New York City, make toilet articles, \$250,000 capital stock, has been incorporated by V. and S. G. Prager, F. Stein. Attorney, A. T. Scharpe, Tribune Building.

Wolmark Chemical Co., Manhattan Borough, New York City, \$5,000 capital stock, has been incorporated by A. C. Wolmark, W. A. Holman, R. Levinson. Attorney, E. L. Corbett, 18 Vesey street.

#### IN MEMORIAM FOR DEPARTED FRIENDS

BAAR, JOHN X., proprietor of the Long Island Soap Works, Brooklyn, N. Y., January, 1916.

BERGIN, JOHN J., Los Angeles Soap Co., Los Angeles, Cal., January, 1912.

BUCHAN, JOHN, Buchan Soap Co., Cleveland, O., January, 1909.

BURR, EDWIN HENRY, New York manager for Roure-Bertrand Fils and Justin Dupont, New York, January, 1920.

EAVENSON, LEWIS LINCOLN, soap manufacturer, Camden, N. J., January, 1914.

FAVOR, OTIS, S., pioneer soap manufacturer of Chicago, January, 1915.

FORTMEYER, IRA T., for fifty-six years with Colgate & Co., New York, East Orange, N. J., January, 1916.

GILLESPIE, FREDERICK R., head of Hammil & Gillespie, New York City, January, 1919.

Hoefner, Anselm, of A. Hoefner & Sons, Buffalo, N. Y., January, 1912.

KILLEEN, MICHAEL, father of Edward V. Killeen, of George Lueders & Co., New York, January, 1912.

Kirk, Milton W., president of James S. Kirk & Co., Chicago, January, 1916.

MARSH, FRANK B., ex-president Manufacturing Perfumers' Association, New York City, January, 1918.

MILLER, SAMUEL M., Miller Soap Co., East Penn. Junction, Pa., January, 1911.

Morena, Jacques A., Ferrand et Cie, Grasse, January, 1910.

MYERS, CHARLES A., superintendent manufacturing department of R. H. Macy & Co., New York, January, 1918. PAPPAZOGLOU, M. DONTCHO B., of Botu Pappazoglou &

Co., Kazanlik, Bulgaria, January, 1919.

REMINGTON, PROF. JOSEPH P., chairman Committee on Revision U. S. P., Philadelphia, January, 1918.

RUSSELL, CLIFFORD A., proprietor of Russell & Co., New York City, January, 1919.

Schang, Pauline Wurster, wife of Frederick Schang, Jr., son of partner in Lorscheider-Schang Co., January, 1920.

SCHMIDT, RICHARD M., of the George A. Schmidt Co., Chicago, Ill., January, 1915.

Selick, Charles Henry, perfume manufacturer, New York City, January, 1917.

Toennies, Ferdinand E., president of Heine & Co., New York, January, 1919.

WALWORTH, WARREN F., the Abner Royce Co., Cleve-land, O., January, 1908.

WHITE, GEORGE R., controlling owner of Potter Drug & Chemical Corporation, Malden, Mass., January, 1922.

WINDSOR, MILLARD F., president of Windsor Soap Co., Inc., Buffalo, N. Y., January, 1920.

#### J. L. Strawn-Mrs. A. P. Babcock

Two deaths within two days caused general regret in the establishments of the A. P. Babcock Co., perfumers, 501 Fifth avenue, New York. On December 22, Mrs. Mary L. Babcock, widow of Alfred P. Babcock, founder of the firm, died at the home of her daughter, Mrs. Lewis E. K. White, at Glen Head, Long Island, where funeral services were held on the morning of the 26th.

On December 23 J. L. Strawn, credit manager of the A. P. Babcock Co. and connected with the firm for fourteen years, was stricken with heart failure on an Eric Railroad train about 7:30 in the evening, while returning to his

home at Pearl River, N. Y. He is survived by his widow and three children, two daughters and one son. Mr. Strawn had made himself a valuable assistant to H. Henry Bertram, president and general manager of the Babcock company,

#### Frank P. Rudolph

Frank P. Rudolph, first vice-president of the American Can Co., died December 27 at his residence in Winnetka, Ill., at the age of 64. Mr. Rudolph contracted what was considered as a slight cold and his condition was not considered serious until the 25th, when pneumonia developed, and he sank rapidly. Mr. Rudolph was not only a pioneer can maker, but was the inventor of the coating process which made lithographing possible on tin plate. At the time of the formation of the American Can Co. Mr. Rudolph was interested in the Illinois Can Co., as also the tin decorating concern of Rudolph & Krummel, both of which were taken over by the new corporation. Since the formation of the American Can Co. Mr. Rudolph has been very active in its service as first vice-president and director, with headquarters at Chicago.

Mr. Rudolph is survived by Mrs. Rudolph, two young sons and a daughter. The interment was from the Winnetka home, December 30.

#### Obituary Notes

Edward II. Lyons, who retired three years ago as vice-president of I. W. Lyons & Sons, Inc., manufacturers of tooth powder, this city, died on January 1, after a long illness. He was born in 1857 in Stockton, Cal., but had lived in Englewood, N. J., 30 years. His wife, two daughters and a son survive. Interment was at Englewood.

F. H. Sawyer, Chicago representative of the Compagnie Duval, New York, died of pneumonia on January 3. He formerly lived in New York, but had been in Chicago several years. He was 32 years old and was married recently.

#### PURE FOOD AND DRUG NOTES

(Continued from page 500)

of state food laws. The texts of the standards and definitions, in part, are as follows:

#### b. Soda Water Flavors and Soda, Soda Water

Ginger Ale Flavor, Ginger Ale Concentrate, is the flavoring product in which ginger is the essential constituent, with or without aromatic and pungent ingredients, citrus oils, and fruit juices.

Ginger Ale is the carbonated beverage prepared from Ginger Ale Flavor, sugar (sucrose) syrup, harmless organic acid, potable water and caramel color.

## c. Edible Vegetables Oils and Fats

2. Cacao Butter, Cocoa Butter is the edible fat obtained from sound cacao beans (seeds of Theobroma cacao L., or other closely related species), either before or after roasting.

# D. Condiments (Other Than Vinegar and Salt) a. Spices

10. Cayenne Pepper, Cayenne, is the dried, ripe fruit of Capsicum frutescens L., Capsicum baccatum L., or some other small-fruited species of Capsicum. It contains not less than hiteen per cent (15%) of non-volatile ether extract, not more than one and five-tenths per cent (15%) of starch, not more than twenty-eight per cent (28%) of crude fiber, not more than eight per cent (8%) of total ash, nor more than one and twenty-five hundredths per cent (1.25%) of ash insoluble in hydrochloric acid.

#### b. Flavoring Extracts

5a. Oil of Cassia is the lead-free volatile oil obtained from the leaves or bark of Cinnamomum cassia Bl., and contains not less than eighty per cent (80%) by volume of cinnamic aldehyde.



#### NOTE TO READERS

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, designs is compiled from the official records of the Patent Office in Washington. We include everything relating to the four-co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

Of the trade-marks listed, those whose numbers are pre-ceded by the letter "M" have been granted registration under the Act of March 19, 1920. The remainder are those applied for under the Act of February 20, 1905, and which have been passed to publiciation.

Inventions Patented are designated by the letter "P." Designs Patented are designated by the letter "D."

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPT. 14 Cliff St., New York. Perfumer Pub. Co.

#### TRADE-MARK REGISTRATIONS APPLIED FOR (Act of February 20, 1905.)

146,079.—Laundrene Soap Co., Scattle, Wash. (Filed Apr. 12, 1921. Used since Jan. 15, 1920.)—Soap. 151,711.—The DuBois Soap Company, Cincinnati, Ohio. (Filed Aug. 12, 1921. Used since June 15, 1920.)—Scouring and Mopping Powder, Potash Oil Soap, Soap Powder, Jelly Soap, Scouring Bars, Toilet Soap, Liquid Soap, and Shampoo Soap. Shampoo Soap.

152,586.—Podesta Import Company, San Francisco, Calif. (Filed Sept. 3, 1921. Used since May 23, 1921.)—Olive

Oil. 154,369.—H. Kehnstamm & Co., New York, N. Y., assignor to H. Kehnstamm & Co., Inc., a Corporation of

New York. (Filed Oct. 20, 1921. Used since January, 1916.)—Washing Powder for Laundry Purposes. 160,857.—Stephen J. Beggs, doing business as Lady Grey Company, Chicago, Itl. (Filed Mar. 18, 1922. Used since Dec. 19, 1921.)—Face Powder, Talcum Powder, Cold Cream, Vanishing Cream, Shampoo, Toilet Water, Rouge, Perfume, Almond Cream, Lip Stick, Eyebrow Pencil, Dandruff Remedy, and Tooth Paste.

160,970.—Pierre Lemoine Cie, Inc., New York, N. Y. (Filed Mar. 20, 1922. Used since Oct. 1, 1915.)—Perfumery.

fumery

161,107.—Blanchette-Gazzara Corp., Chicago, Ill. (Filed Mar. 23, 1922. Used since July 1, 1920.)—Olive Oil. 162,847.—Opax Products Company, Elyria, Ohio. (Filed Apr. 24, 1922. Used since Sept. 1, 1921.)—Washing

163,024.—American Excelsior Trading Company, New York, N. Y. (Filed Apr. 28, 1922. Used since Mar. 1, 1922.)—Face Powder.

163,128.—The Almo Co., New York, N. Y. (Filed May 1922. Used since Apr. 26, 1922.)—Novelty Perfumery Containers.

163,282.—Ernest R. Meyer, Los Angeles, Calif. (Filed May 3, 1922.) Used Jan. 18, 1922.)—Hand Cream. 163,659.—Laddie A. Williston, doing business as Mrs. T. A. Williston, Oakland, Calif. (Filed May 10, 1922.) Used since Apr. 19, 1922.)—Cosmetics—Namely, Face Powder, Face Lotions, Face Creams, Blackhead-Removing Compound, Lotion for Correcting Sagging Muscles of the

Face, and Astringent Lotions.

163,855.—Bolitho & Stringer, Paris, France. (Filed May 15, 1922.) Used since Jan. 31, 1922.)—Face Creams, Face Powders, Liquid Preparations for Application to the Skin or to any Diseased or Bruised Part for Healing or Cleansing, Perfumes. Dentifrices, and Complexion Clay.

164 436.—Bertha Hurewich, Philadelphia, Pa. (Filed May 24, 1922.) Used since February, 1922.)—Dry Shampoo Preparation.

Preparation.

164,548.—Lever Brothers Company, Cambridge, Mass. (Filed May 26, 1922.

Used since May 16, 1922.)—Soap.
Chemical Company, Chicago, Ill.
Used since July 1, 1918.)—Cleaner 164,872.—Dearborn (Filed June 3, 1922. Used since July 1, 1918.)—Cleaner for Softening Hard Water. Clean Light and Delicate

164,942.—Opazel Laboratories, Inc., New York, N. Y. (Filed June 3, 1922. Used since May 1, 1922.)—Medicated Cream for the Treatment of Wrinkles, Acne, Eczema and All Forms of Skin Eruptions.

165,029.—Jessica Ogilvie, doing business as Ogilvie Sisters, New York, N. Y. (Filed June 5, 1922. Used since 1917.)

-Liquid Powder Adapted for Toilet Use.

165,825.—Standard Oil Company, Whiting, Ind., and Chicago, Ill. (Filed June 21, 1922. Used since Jan. 19, 1921.) Chicago, Ill. (Filed Jun 1921.)—Petroleum Jelly.

165,985.—J. E. Curran Corporation, New York, N. Y. (Filed June 24, 1922. Used since Mar. 15, 1922.)—Dandruff

165,989.—The Espiem Company, New York, N, Y. (Filed June 24, 1922, Used since April 1, 1921.)—Powder

Puffs

166,363.—Fabyan & Company, Inc., New York, N. Y. (Filed July 1, 1922. Used since June, 1921.)—Particular description of goods.—Epsom Salts, Bicarbonate of Soda, Boric Acid, Borax, Rochelle Salts, Alum, Sulphur, Talcum Powder, Licorice Powder, Precipitated Chalk, Camomile Flowers, Fennel Seed, Cream of Tartar, Oxalic Acid, Sulphur Powder, Senna Leaves, Anise Seed, and Tincture of Green Soap, Tincture of Iodine, Extract of Sarsaparilla, and Extract of Wild Cherry. The Extract of Sarsaparilla, Extract of Wild Cherry, and Precipitated Chalk Are for Medicinal Purposes. Medicinal Purposes.

Medicinal Purposes.

166,429—American Toilet Goods Company, Boston, Mass. (Filed July 3, 1922. Used since June 15, 1913.)

Face Powders, Talcum Powders, Şachet Powders, Toilet Powders, Compacts, Lip Sticks, Toilet Waters, Perfumes, Creams, Vanishing Creams, and Toilet Creams.

166,480.—George James Southworth, Medicine Lodge, Kans. (Filed July 3, 1922. Used since 1889.)—Skin

166,496.—E. Burnham. Inc., Chicago, Ill. (Filed July 5, 022. Used since 1908.)—Preparation for Straightening 1922. Hair.

166,648.—F. C. Clark, Omaha, Nebr. (Filed July 10, 1922. Used since Mar. 9, 1922.)—Preparations for Pyorrhea—Namely, Astringent Tooth Paste and Mouth

166,940.—Alexander P. Eliaves, doing business as

Louis Manufacturing Co., Washington, D. C. (Filed July 15, 1922, Used since Apr. 5, 1922.)—Hair Tonic.

167,159.—Guy E. Brignall, doing business as Lite Soap Company, Aurora, Ill. (Filed July 21, 1922.) Used since June 1, 1922.)—Household Soaps.

167,186.—Peter Meyer, doing business as The Elvin Company, New York, N. Y. (Filed July 21, 1922. Used since June 15, 1922.)—Toilet Preparations—viz, Compact Face Powder and Compact Rouge.

167,345.—Faul Balme, doing business as B. Paul, New York, N. Y. (Filed July 25, 1922. Used since October, 1915.)—Hair Dye.

167,381.—Century Chemist Incorporated, Chicago, III. (Filed July 26, 1922. Used since June 15, 1922.)—Preparation in Paste Form for Cleansing and Softening the

167,585.- John P. Spake, doing business as The Hair-O Laboratories Co., Atlanta, Ga. (Filed July 29, 1922. Used since July 29, 1922.)—Preparation for Treating Scalp

Diseases and Stimulating the Growth of Hair. 167,648.—Precision Metal Workers, Chicago, Ill. (Filed July 31, 1922. Used since Mar. 1, 1922.)—Hand Soap

July 31, 1922. Used since Mar. 1, 1922.)—Hand Soap Powder, Hand Soap Paste, and Carbolated Soap Paste. 167.677—Thomas L. Hogan, doing business as Floreal Parfums Delicats, Syracuse, N. Y. (Filed Aug. 1, 1922. Used since June 20, 1922.)—Face Powders, Face Creams, Perfumes, Toilet Waters, Rouges, Hair Tonics, Hair Oils, Dandruff Remedies, Dentifrices, Tooth Powders, Nail Poliches, Sachat Powders, Decdorizing Preparations, Anti-Polishes, Sachet Powders, Deodorizing Preparations, Antisentics, and Disinfectants. 167,695.—Talcum Puff Co., Inc., Asheville, N. C. and

Brooklyn, N. Y. (Filed Aug. 1, 1922. Used since June 1, 1922.)—Talcum Powder.

167,766.—A. Bourjois & Co., Inc., New York, N. Y. (Filed Aug. 3, 1922. Used since June, 1922.)—Toilet Preparations, Particularly Rouge.

167,820—Nakey P. Kipuroff, Columbus, Ohio. (Filed Aug. 4, 1922. Used since December, 1921.)—Hair Tonic. 167,873.—Haskins Brothers & Company, Sioux City, Idwa and Omaha, Nebr. (Filed Aug. 7, 1922. Used since July 24. 1922.)-Soap.

167,875.—Robert J. Henry, Alameda, Calif. (Filed Aug. 1922. Used since June 28, 1922.)—Cleansing Solution

Having Bleaching Properties.

167,876.—Edgar A. Hughbanks, doing business as The Radiol Company, Milwaukee, Wis. (Filed Aug. 7, 1922. Used since June 6, 1921.)—Hair Tonic. 167,940.—Gloria Co., Chicago, Ill. (Filed Aug. 8, 1922. Used since July 15, 1922.)—Face Enamel, a Facial Application for Use as a Skin Curative.

cation for Use as a Skin Curative.

168,250.—John D. Boyle, New York, N. Y. (Filed Aug.
15, 1922. Used since Aug. 14, 1922.)—Foot Powders.

168,265.—Keller-Snelson Co., Vinita, Okla. (Filed Aug.
15, 1922. Used since June 1, 1922.)—Remedy for Dandruff.

168,327.—Mar-Son Medicine Co., St. Louis, Mo. (Filed Aug.
16, 1922. Used since July 17, 1922.)—Dentifrice,
Particularly Pyorrhea Remedy and Tooth Paste.

168,338.—Sharp & Dohme, Baltimore, Md. (Filed Aug.
16, 1922. Used since Jan. 20, 1920.)—Benzyl Benzoate in
Liquid and Capsule Form.

168,345.—Paul Westphal, doing business as Paul West-

168.345.—Paul Westphal, doing business as Paul Westphal Co., Garden City, N. Y. (Filed Aug. 16, 1922. Used since Aug. 4, 1922.)—Hair Tonic.

168.356.—D. & N. Drug Co., Fort Wayne, Ind. (Filed Aug. 17, 1922. Used since September, 1907.)—Lotion for Chapped Hands.

Chapped Hands.

168,427.—National Aniline & Chemical Company, Incorporated, New York, N. Y. (Filed Aug. 18, 1922. Used since July 12, 1922.)—Certified Food Colors.

168,537.—Mae Edna Wilder, Rochester, N. Y. (Filed Aug. 21, 1922. Used since January, 1904.)—Cold Cream.

168,586.—The New Zealand Refrigerating Company. Limited, Christchurch, New Zealand. (Filed Aug. 22, 1922. Used since July 30, 1896.)—Tallow Largely Used in Soan Making. in Soap Making.

168,587.—The New Zealand Refrigerating Company. Limited, Christchurch, New Zealand. (Filed Aug. 22. 1922. Used since July 30. 1896.)—Tallow Largely Used 1922. Used since in Soap Making.

m Soap Making.
168,591.—Alberto Vales Company, New Orleans, La.
(Filed Aug. 22, 1922. Used since January, 1922.)—Soap.
168,627.—B. Aurelia Archambault, St. Louis, Mo. (Filed Aug. 24, 1922. Used since July 1, 1922.)—Hair Elixir.
168,868.—F. R. Arnold & Co., New York, N. Y. (Filed Aug. 30, 1922. Used since July 8, 1921.)—Toilet Preparation for Refreshing and Rejuvenating the Skin and for Removing Wrinkles.

Removing Wrinkles.

168,985.—Belmont L. Shields, doing business as Dandereater Company, Leesville, La. (Filed Sept. 1, 1922. Used since May 30, 1922.)—Hair Tonic.

169,067.—Mary L. Moton, Washington, D. C. (Filed Sept. 5, 1922. Used since June 1, 1922.)—Hair Dressing.

169,156.—Bristol-Myers Company, New York, N. Y. (Filed Sept. 7, 1922. Used since Apr. 1, 1922.)—Cold Creams.

169,278.—Donald F. Brownewell, Canton, Ohio. (Filed Sept. 11, 1922. Used since Mar. 1, 1914.)—Cleaning Compound for Cleaning Carpets, Fabrics, and Woodwork, and

Hand Soap. 169,301.—F. C. Hayes, Newport, R. I. (Filed Sept. 11, 1922.

22. Used since September, 1921.)—Hair Tonic, 169,341.—Norman L. Wills, New York, N. Y. (Filed ept. 11, 1922. Used since July 10, 1922.)—Preparation Sept. 11, 1922. for Washing Clothes and a Household Cleaner for Washing Woodwork, Dishes, Etc.

-Moses Alex Dickson, doing business as Dickson

Chemical Co., Eatonton, Ga. (Filed Sept. 16, 1922, Used since June 1, 1922,)—Hair Dressing, 169,540.—Estelle B. Finlayson, New York, N. Y. (Filed Sept. 16, 1922, Used since Sept. 8, 1922.)—Hair Tonics and Hair Shampoos

169,541.—Estelle B. Finlayson, New York, N. Y. (Filed

Sept. 16, 1922. Used since Sept. 8, 1922.)—Face Powders, Face Creams, Perfumes, Toilet Waters, Rouges, Hair Tonics, Hair Oils, Dentifrices, Tooth Powders, Nail Polishes, Sachet Powders, and Deodorizing Preparations. 169,574.—Buster Brown Soap Company, Indianapolis, Ind. (Filed Sept. 18, 1922. Used since Dec. 1, 1921.)—

Soap. 169,599.-Soap.
169,599.—A. J. Krank Mfg. Co., St. Paul, Minn. (Filed Sept. 18, 1922. Used since Oct. 21, 1910.)—Hair Tonic. 169,631.—Charles Louis Forgev, doing business as Witcherie Laboratory, Detroit, Mich. (Filed Sept. 18, 1922. Used since July 22, 1922.)—Face Rouge.
169,659.—Edward J. Watts. San Francisco, Calif. (Filed Sept. 18, 1922.)

Sept. 18, 1922. Used since July 1, 1922.)—Shampoos. 170,122.—Cerecedo Hnos. & Co., Sucrs., San Juan, P. R. (Filed Sept. 30, 1922. Used since Aug. 11, 1922.)—Soap. 170,290.—Harral Soap Co., Inc., Brooklyn. N. Y. (Filed Oct. 4, 1922. Used since January, 1921.)—Soaps.

#### TRADE-MARK REGISTRATIONS GRANTED (Act of March 19, 1920.)

(These registrations are not subject to opposition.)

162,637.—Fitzpatrick Bros., Chicago, Ill. (Filed Oct. 6, 1921. Serial No. 153,801. Used since 1907.)—Soaps. 163,217.—Atlanta Barbers' Supply Co., Atlanta, Ga. (Filed June 14, 1921. Serial No. 149,116. Used since July, 1917.)—Toilet Water and Face Lotions. 163,218.—Atlanta Barbers' Supply Company, doing business as Atlantic Barbers' Supply Co., Atlanta, Ga. (Filed Jan. 31, 1922. Serial No. 158,668. Used since Oct. 1, 1921.) Hair Tonics and Dandruff Preventative Hair Tonics and Dandruff Preventative.

163,222.—Colgate & Company, Jersey City, N. J. (Filed Lug. 10, 1922. Serial No. 168,024. Used since Aug. 1,

1921,)-Liquid and Powdered Perfumes.

163,231.—Harry Flamhaft, doing business as the Royal Perfume Co., Boone, Iowa. (Filed June 25, 1921. Serial No. 149,635. Used since May 15, 1919.)—Toilet Cream.

163,239.—Mifflin Chemical Corporation. Philadelphia. Pa. (Filed June 29, 1922. Serial No. 166,235. Used since May 12, 1921.)—Antisentic Preparation 163,240.—Mifflin Chemical Corporation, Philadelphia, Pa. (Filed Dec. 8, 1921. Serial No. 156,458. Used since Nov. 14, 1921.)—Preparation for External Use for Bathing, etc. 163,241. Mifflin Chemical Corporation. Philadelphia, Pa. 163,241. Mifflin Chemical Corporation.

14, 1921.)—Preparation for External Use for Bathing, etc. 163,241.—Mifflin Chemical Corporation, Philadelphia, etc. (Filed Nov. 18, 1921.) Serial No. 155,566. Used since Oct. 1, 1921.)—Preparation for External Use for Bathing. 163,242.—Est. Henry C. Miner, Inc., New York, N. Y. (Filed May 23, 1922. Serial No. 164,336. Used since Sept. 29, 1920.)—A Chemical Preparation in Paste Form for Blackening the Skin.

Blackening the Skin.

163.250.—Peter D. Siggia, Hackensack, N. J. (Filed Nov. 23, 1921. Serial No. 155.835. Used since Aug. 18, 1921.)—Hair Stimulant, Dandruff and Eczema Killer.

163.428.—Henry N. Creger, doing business as Red Gum Products Co., San Francisco, Calif. (Filed July 10, 1922. Serial No. 166.649. Used since February, 1914.)—Retiring Cream.

163.433.—The Globe Soap Company, Cincinnati, Ohio, (Filed Sept. 6, 1922. Serial No. 169.127. Used since July 12, 1922.)—Soap.

163 434 - Graham Bros. Soap Company, Chicago, Ill. (Filed July 10, 1922. Serial No. 166,684. Used since January, 1909.)-Toilet Soap.

#### DESIGNS PATENTED

61,753.—Vanity Box Theodore Clyde Foster, Providence, R. I., assignor to Theodore W. Foster & Bro. Co., Providence, R. I., a Corporation of Maine. (Filed Sept. 7, 1922. Serial No 3.639. Term of patent 3½ years. 61.762.—Vanity Case. Theodore W. Foster, Providence, R. I., assignor to Theodore W. Foster and Brother Comp.

R. I., assignor to Theodore W. Foster and Brother Company, a Corporation of Maine. (Filed Nov. 25, 1921. Serial No. 517.795. Term of patent 31/2 Magazine.

No. 517.795. Term of patent 3½ years.
61.783.—Powder Container or Similar Receptacle. Clen
S. Humphrey. Brooklyn, N. Y. (Filed June 26, 1920,
61.784.—Powder Container or Similar Receptacle. Clen
S. Humphrey. Prooklyn, N. Y. (Filed June 26, 1920,
Serial No. 392.098. Term of patent 7 years.
Serial No. 392.098. Term of patent 7 years.

#### PATENTS GRANTED

1,439,685.—Production of Light-Colored Fatty Acids. John W. Bodman, Western Springs, Ill., assignor to William Garrigue & Company, Inc., New York, N. Y., a Corporation of New York. (Filed Sept. 21, 1920. Serial No. 411,846. 5 Claims. (Cl. 87—4.)

3. A process of producing light colored fatty acids and the companies of producing light colored fatty acids and

which comprises evaporating dark colored fatty acids and thoroughly commingling the vapors with a heated gaseous carrier, causing a stream of the commingled gaseous mass to progress at high speed, subjecting the stream to centrifugal action while expanding the volume of the same. but maintaining the temperature above the distilling point of the fatty acids, and subjecting the stream to a scrubbing action during such treatment, and thereafter condensing the fatty acids at a point removed from that at which the centrifugal and scrubbing actions took place.

1.439,734.—Powder Puff. Victor Guinzburg, New York, N. Y., assignor to I. B. Kleinert Rubber Company, New York, N. Y., a Corporation of New York. (Filed Sept. 2, 1922. Serial No. 585,848. 8 Claims. (Cl. 132—78.5.)

1. An article of the class described comprising a new latest comprising and latest comprising a new latest comprising and new

puff having means for retaining air within it.

1,439,749.—Toilet Device. Howard S. Neiman, Brooklyn, Y. (Filed Dec. 31, 1921. Serial No. 526,435. 4 laims. (Cl. 132—79.)

Claims.

In a toilet device, in combination, a mirror frame, mirror carried by the frame, a cosmetic-stick cover, pivotal means connecting the cosmetic-stick cover and the mirror frame whereby the cover may be revolved in a plane perpendicular to the plane of the frame, a cosmetic stick carried within the cosmetic-stick cover and a guard preventing the accidental removal of the stick from the

1,440,876.—Vanity Case. William G. Kendall, Newark, N. J. (Filed June 29, 1920, Serial No. 392,850. 3 Claims. (Cl. 206—37.)

I. The combination with a vanity case having a pro-tuberance upon the inner surface of its wall at the ends thereof, and a member disposed within the case and constituting a partition and comprising resiliently connected side portions normally spread and provided with laterally deflected tongues designed to bear against one side of a cosmetic pad or the like disposed within the case and to urge the pad into engagement with the protuberance at the respective end of the case.

1,441,705.—Container. Albert I. Nickerson, Brockton, Mass. (Filed July 3, 1920. Serial No. 393,879. 1 Claim.

(Cl. 221--60.)

A container having, in combination, a neck portion provided with grooves formed in the opposite sides thereof and closed at their upper ends said grooves each comprising a portion extending longitudinally of said neck portion and a helical portion extending circumferentially around said neck portion, a cap slidably mounted upon said neck portion and embodying therein ears having projections thereon adapted to engage the helical portion of said grooves whereby said cap may be forced against the upper end of said neck portion, said projection also constituting pivots for said cap when said projections are located at the upper ends of the longitudinal portion of

#### Increase in Patent Fees in Czechoslovakia

The fees for filing patents in Czechoslovakia have recently been increased. The patent law, however, remains unchanged. The application fee has been raised to 30 Czechoslovak crowns. The annual fees, payable in advance, increases progressively, but not always reglarly, for the first year, 60 crowns, second year, 75 crowns, and on up to 1.020 crowns for the fifteenth year. There are also stamp fees which vary with the number of sheets and papers necessary to obtain the patent. Applications for patents must be made through a Czecho-Slovak citizen.

Besides carefully scanning the text pages of this journal every month our readers will find much information, usually of considerable value, in the advertising announcements.



PERFUMERY IMPORTS-Consul General Alphonse Gaulin, at Rio de Janeiro, supplies these figures of Brazil's perfumery imports, with countries of origin:

United States France Great Britain	1913 \$54,881 922,010 48,744	1920 \$550,614 1,533,589 184,317	1921 \$63,873 522,434 81,175
Germany	55,238	46,870	34,461
Total \$	1,132,991	\$2,366,525	\$727,607

Commercial Attache Schurz reports as follows:

"The Brazil market favors high-class French toilet preparations and perfumes. An American firm manufacturing locally has built up a good business. Good market for American dental preparations. Demand for ordinary soaps and other lines being increasingly met by native production.

#### GERMANY

CUSTOMS DECLARATIONS REQUIRED FOR PARCEL-POST PACKAGES .- In the future all parcel-post packages for Germany must be accompanied by two customs declarations (Form 2966). The spaces headed "Description of parcels," "Contents," and "Value" must be left blank on one copy, but on the other they must be accurately filled out. The name and address of the addressee and of the sender, as well as the date of mailing, must be fully and clearly indicated in the spaces provided on both forms.

#### ITALY

MILAN FAIR .- American Chamber of Commerce for Italy has given its approval to the Fourth Sample Fair to be held at Milan April 12 to 27, 1923. The number of groups will be amplified and novelties are planned. The first permanent buildings will be occupied, providing space of at least 150,000 square meters for the exhibitors. The Chamber reports the last fair as having been very successful.

#### MEXICO

DUTY ON GLASS BOTTLES .- A Mexican decree, effective from December 20, 1922, makes the following changes in the import duties on glass bottles, jars and flasks:

Item.	Articles.	Per gruss kilo
286	Bottles, jars, or flasks of glass, not cut or orna- mented, when the net weight of each piece is	5 22
287	up to 50 grams.  Same, when the net wright of each is more than 50 and up to 100 grams.	
288	When the net weight of each is more than 100	.10
288 A	- Same, when the net weight of each is more than 200 and up to 400 grams	(1)50
288 B	Same, when the net weight of each is more than 400 grams	.06

In addition to the basic duties surtaxes amounting to 12 per cent of the import duty are collected. (Continued on Page 518)

#### Essential Oils, Aromatic Chemicals, Etc.

With prices for the great majority of essential oil products on a basis which compares favorably with the lowest levels of former years, and with quality of the stock now on offer perhaps better than any seen in recent years, it is not surprising that purchasing operations generally have been resumed on a broad scale. The average consumer has shown a willingness to contract ahead for the next six months in the face of an irregular price movement in which the predominating trend has been upwards. deflation process which had been in evidence during the last quarter of 1922, resulting from the free listing of so many products under the new tariff, gave way to more buoyancy and activity as we entered the new year. While imports of most products are still being offered freely from sources of production throughout the world shortages have developed, such as in citronella and cloves, which have sent consumers of these oils scampering to cover.

A shortage of citronella has been indicated for some time owing to light crops both at Ceylon and Java. The big soap manufacturers who use the Java are bidding up to 85 cents for it, while cables from Ceylon indicate nothing more is available of that oil until February-March and prices for this position are up to 61662 cents. Just when it was beginning to look as though clove prices would have to react in keeping with a lower raw material market it developed that producers in Zanzibar began to buy back their contracts on cloves from London. This sent London buyers to New York. In January cloves were selling at \$1.40\a\\$1.50. Instead of declining as expected the market

has since gone up over 60 cents a pound.

The volume of bookings in most essential oils has been in the face of an unusual volume of red tape here in the nature of inventory taking. There has been active planning of sales campaigns for the new year, and with consumers' stocks rather low it is not unlikely that some substantial Shipments of essential buying will make its appearance. oils which were contracted for after the tariff went into effect are now arriving and imports of late have been larger though not unwieldy. In some instances prices are still abnormal due to small production. Caraway seed which is selling at \$6.75 and is worth \$1.50 normally is an example in point. Holders of the citrus oils will not admit the weak shipment position. West Indian orange is being very strongly maintained in this market and sweet Italian is quite firm, being quoted at only a few cents less.

A generally stronger market has been displayed by most of the important floral products at primary market points. African shippers of geranium have cabled prices that are materially higher, the spot position having responded by an uplift amounting to 50 cents. The low prices prevailing on oil of rose have brought more buyers into the market and as there is every prospect that higher prices will be named in the primary markets where the oil has lately been sold without producing a profit for the distiller, the absorp-tion at current low levels has naturally been heavy. French

(Continued on Page 518)

# PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS		Change word Wind		Diphenylmethane	2.25@ 2.50
	٥.	Orange, sweet, West Indies 2.	.35@	Diphenyloxide	.85(a)
Almond, Bitter, per lb \$4.5			.40@	Ethyl Cinnamate	5.50@
Almond, S. P. A 4.7 Almond, F. F. C. "art" 1.6	5(a \$5.00 0(a 2.00		10(a) 3.25	Eucalyptol	.85@
	3rez .45		.30@ .40	Eugenol	4.25@
	5(a .29	Orris Root, concrete, for-		Geraniol, domestic	3.25@ 3.75
Amber, crude 1.0			.00@ 5.00	Geraniol, foreign	3.75@ 5.00@
Amber, rectified 1.2	561 1.40	Orris Root, concrete, do-	000	Geranyl-Acetate	2.25@ 2.50
	0@ 4.50		.00@	indol, C. P (oz.)	9.00@
	360 .60	Orris Root, absolute (oz.) 57.		Iso-Butyl-Salicylate	nominal
	.90		.50@ .50@	Linalool	4.50@
	5@ 1.25		.40@	Linalyl Acetate	8.75@
Bay, Porto Rico 2.6			.00@	Linalyl Benzoate	nominal
West Indies 2.7 Bergamot, 35-36 per cent 3.0			.00@ 3.05	Methyl Anthranilate	5.00@
	50 2.50		3.40	Methyl Cinnamate	5.50@
Penn. and Conn 3.0		Petit Grain, So. American 1.3	.75@	Methyl Heptenone	9.00@
	5(a) 1.00		.00@ 9.00	Methyl Heptine Carbon	
Birchtar, rectified 1.5	)(a,		.90@	Methyl Paracresol Methyl Salicylate	.52@ .70
Bois de Rose, Femelle 2.8	5(a	Pine Needles, from Pinus	100	Musk Ambrette	
	Xa,		.10@ .00@ 6.30	Musk Ketone	
Cajeput, Native U. S. P 9	0@ 1.00		.00@ 6.30 . <b>60</b> @	Musk Xylene	
Calamus 4.5			.48@	Nonylic Alcohol	nominal
	3@ .20		5000	Phenylacetaldehyde	9.50@
Cananga, Java 2.5			75@	Phenylethylic Alcohol	
	5@ 3.85 0⁄a 6.75		.25@	Phenylacetic Acid	3.00@
Caraway Seed, rectified. 6.5 Cardamom, Ceylon 18.0	- v		.45@ .50	Rhodinol, Domestic	
Carvol 8.7	5(a)	Sassafras, natural 1.	.00@	Rhodinol, Foreign	
Cassia, rectified, U. S. P. 2.2			.50@	Satrol	.55@ .60
	000 .95	Snake Root 18.		Skatol, C. P (oz.)	57.00@
	7@ .30		,60@ 2.70	Terpincol, C. P., domes-	.50@ .55
Celery 11.0	0@		.40@	Terpineol, C. P., imported	nominal
Cinnamon, Ceylon 16.0	0/a)		.50@ .00@∈	Terpinyl Acetate	2.00@
	8@ .60		.00@ 1.20	Thymol	4.15@
	5@		.00@	Violet, artificial	5.50@ 17.00
	5@ 0/a 2.25		.00a	Vanillin(oz.)	.43@ .47
Cloves, Zanzibar 2.1		East India 30.	.50@	BEANS	
Copiaba	0( $a = .50$	East India	0.50@ 0.50@ 4.75	Tonka Penus Peru	05/0 1.00
Copiaba	0(a .50 0(a) <b>22.00</b>	Wintergreen, Southern 4. Pennsylvania 5.	.50@ 4.75 .25@	Tonka Beans, Para	.95@ 1.00
Copiaba         .4           Coriander         .21.0           Croton         1.1	06a .50 06a <b>22.00</b> 56a	Wintergreen, Southern . 4. Pennsylvania 5. Wormseed	.50@ 4.75 .25@ .00@	Tonka Beans, Para Tonka Beans, Angostura.	2.00@ 2.25
Copiaba         .4           Coriander         .21.0           Croton         1.1           Cubebs         6.0	0@ .50 0@ <b>22.00</b> 5@ 6.25	Wintergreen, Southern . 4. Pennsylvania	.50@ 4.75 .25@ .00@ .75@	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican	2.00@ 2.25 12.00@ 18.00
Copiaba         .4           Coriander         .21.0           Croton         1.1	0(a .50 0(a <b>22.00</b> 5(a 6.25 0(a) 13.00	Wintergreen, Southern . 4. Pennsylvania	.50@ 4.75 .25@ .00@ .75@ .00@ 40.00	Tonka Beans, Para Tonka Beans, Angostura.	2.00@ 2.25
Copiaba       4         Coriander       21.0         Croton       1.1         Cubebs       6.0         Cumin       12.5         Dillseed       4.7	0@ .50 0@ <b>22.00</b> 5@ 6.25 0@ 13.00	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 30. Ylang-Ylang, Bourbon 6.	.50@ 4.75 .25@ .00@ .75@ .00@ 40.00	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut	2.00@ 2.25 12.00@ 18.00
Copiaba       4         Coriander       21.0         Croton       1.1         Cubebs       6.0         Cumin       12.5         Dillseed       4.7         Erigeron       1.0         Eucalyptus       1.0	0@ .50 0@ 22.00 5@ 6.25 0@ 13.00 5@ 5.00 0@ 1.10	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 30. Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE	.50@ 4.75 .25@ .00@ .75@ .00@ 40.00 .00@ EMICALS	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican Vanilla Beans, cut Vanilla Beans, Bourbon	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50
Copiaba       4         Coriander       21.0         Croton       1.1         Cubebs       6.0         Cumin       12.5         Dillseed       4.7         Erigeron       1.0         Eucalyptus,       Aus, "U. S. P."	0@ .50 0@ 22.00 5@ 6.25 0@ 13.00 5@ 5.00 0@ 1.10	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 30. Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4.	.50@ 4.75 .25@ .00@ .75@ .00@ 40.00 .00@ EMICALS	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut	2.00@ 2.25 12.00@ 18.00 7.00@ <b>7.50</b>
Copiaba       4         Coriander       21.0         Croton       1.1         Cubebs       6.0         Cumin       12.5         Dillseed       4.7         Erigeron       1.0         Eucalyptus,       Aus., "U. S. P."       .4         Fennel, Sweet       1.3	00a .50 00a 22.00 50a 6.25 00a 13.00 50a 1.10 70a .60	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 30.0 Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1.	.50@ 4.75 .25@ .00@ .00@ .00@ 40.00 .00@ EMICALS .75@ .45@	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yel-	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50
Copiaba       4         Coriander       21.0         Croton       1.1         Cubebs       6.0         Cumin       12.5         Dillseed       4.7         Erigeron       1.0         Eucalyptus,       Aus., "U. S. P."       A         Fennel, Sweet       1.3         Geranium, Rose Algerian       8.5	06a .50 06a 22.00 56a 6.25 06a 13.00 56a 5.00 06a 1.10 76a .60 06a 9.00	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4! Wormwood 8. Ylang-Ylang, Manila 30! Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1.	.50@ 4.75 .25@ .00@ .00@ 40.00 .00@ 40.00 .00@ EMICALS .75@ .45@	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yel- low label	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00
Copiaba       4         Coriander       21.0         Croton       1.1         Cubebs       6.0         Cumin       12.5         Dillseed       4.7         Erigeron       1.0         Eucalyptus,       Aus., "U. S. P."       .4         Fennel,       Sweet       1.3         Geranium,       Rose Algerian       8.5         Geranium,       Bourbon       5.5	00a .50 00a 22.00 50a 6.25 00a 13.00 50a 1.10 70a .60	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 30. Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anethol 1.	.50@ 4.75 .25@ .00@ .75@ .00@ 40.00 .00@ EMICALS .75@ .45@ .50@	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yel- low label White label	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50
Copiaba         4           Coriander         21.0           Croton         1.1           Cubebs         6.0           Cumin         12.5           Dillseed         4.7           Erigeron         1.0           Eucalyptus,         Aus., "U. S. P."           Aus., "U. S. P."         A           Fennel, Sweet         1.3           Geranium, Rose Algerian         8.5           Geranium, Bourbon         5.5           Geranium, Turkish	06a .50 06a 22.00 56a 6.25 06a 13.00 56a 5.00 06a 1.10 76a .60 06a 9.00 06a 6.75	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 300 Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anisic Aldehyde, foreign 4.	.50⁄@ 4.75 .25⁄@ .90⁄@ .75⁄@ .00⁄@ 40.00 .000@ EMICALS .75⁄@ .50⁄@	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yel- low label	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50
Copiaba         4           Coriander         21.0           Croton         1.1           Cubebs         6.0           Cumin         12.5           Dillseed         4.7           Erigeron         1.0           Eucalyptus,         Aus., "U. S. P."           Aus., "U. S. P."         A           Fennel, Sweet         1.3           Geranium, Rose Algerian         8.5           Geranium, Turkish         (palma rosa)           5.2	06a .50 06a 22.00 56a 6.25 06a 13.00 56a 5.00 06a 1.10 76a .60 06a 9.00	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 300 Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anisic Aldehyde, foreign 4.	.50@ 4.75 .25@ .00@ .75@ .00@ 40.00 .00@ EMICALS .75@ .45@ .50@	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yel- low label White label	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50
Copiaba	06 .50 06 6.25 06 6.25 06 13.00 06 1.10 06 .60 06 9.00 06 6.75	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 30.9 Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anethol 1. Anisic Aldehyde, foreign 4. Benzaldehyde, domestic, U. S. P 1.	.50⁄@ 4.75 .25⁄@ .90⁄@ .75⁄@ .00⁄@ 40.00 .000@ EMICALS .75⁄@ .50⁄@	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yellow label White label SUNDRIES Alcohol cologne spirits gallon	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50
Copiaba	.50 .50 .22.00 .50 .62.5 .50 .50 .1.10 .60 .60 .60 .60 .60 .60 .60 .6	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4! Wormwood 8. Ylang-Ylang, Manila 30! Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anisic Aldehyde, foreign 4. Domestic 4. Benzaldehyde, domestic, U. S. P. Benzaldehyde, F. F. C.	.50@ 4.75 .25@ .00@ 40.00 .00@ 40.00 .00@ 40.00 .00@ .50@50@50@ 4.50 .75@ 4.50	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yellow label White label SUNDRIES Alcohol cologne spirits gallon *Ambergris, black. (oz.)	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50 4.77@ 4.90 10.00@ 18.00
Copiaba         4           Coriander         21.0           Croton         1.1           Cubebs         6.0           Cumin         12.5           Dillseed         4.7           Erigeron         1.0           Eucalyptus,         4           Aus. "U. S. P."         4           Fennel, Sweet         1.3           Geranium, Rose Algerian         8.5           Geranium, Turkish         (palma rosa)         5.2           Ginger         5.2           Gingergrass         3.0           Guiac (Wood)         4.8           Hemlock         1.4	.50 .625 .625 .63 .50 .50 .110 .60 .60 .60 .60 .60 .60 .60 .60 .60 .6	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4! Wormwood 8. Ylang-Ylang, Manila 30! Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anethol 1. Anisic Aldehyde, foreign 4. Benzaldehyde, domestic, U. S. P. Benzaldehyde, F. F. C. domestic 1.	.50⁄a 4.75 .25⁄a 40.00 .00⁄a 40.00 .00⁄a 40.00 .00⁄a .50⁄a .50⁄a .50⁄a 4.50 .75⁄a 4.50	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yellow label White label SUNDRIES Alcohol cologne spirits gallon *Ambergris, black. (oz.) Ambergris, gray	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50 4.77@ 4.90 10.00@ 18.00 28.00@
Copiaba         4           Coriander         21.0           Croton         1.1           Cubebs         6.0           Cumin         12.5           Dillseed         4.7           Erigeron         1.0           Eucalyptus,         4           Aus, "U. S. P."         4           Fennel, Sweet         1.3           Geranium, Rose Algerian         8.5           Geranium, Turkish         (palma rosa)         5.2           Ginger         5.2           Ginger Giac (Wood)         4.8           Hemlock         1.4           Juniper Berries, rectified         1.1	06a .50 06a 22.00 56a 6.25 06a 13.00 5.00 1.10 76a .60 06a 9.00 06a 6.75 56a 6.75	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4! Wormwood 8. Ylang-Ylang, Manila 30. Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anethol 1. Anisic Aldehyde, foreign 4. Benzaldehyde, domestic, U.S. P. 1. Benzaldehyde, F. F. C. domestic 1. Benzyl Acetate, domestic 1.	.50⁄a 4.75 .25⁄a 40.00 .00⁄a 40.00 .00⁄a 40.00 .00⁄a .50⁄a .50⁄a .50⁄a .50⁄a .75⁄a 4.50 .75⁄a 2.00 .75⁄a 2.00	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yellow label White label SUNDRIES Alcohol cologne spirits gallon *Ambergris, black. (oz.) Ambergris, gray Chalk, precipitated	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50 4.77@ 4.90 10.00@ 18.00 28.00@ .03@ .05
Copiaba	06a .50 06a 22.00 56a 6.25 06a 13.00 5.00 1.10 76a .60 06a 9.00 06a 6.75 56a 6.75	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4! Wormwood 8. Ylang-Ylang, Manila 300 Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anethol 1. Anisic Aldehyde, foreign 4. Benzaldehyde, domestic, U. S. P 1. Benzaldehyde, F. F. C. domestic 1. Benzyl Acetate, domestic 1. Benzyl Acetate, foreign 1.	.50@ 4.75 .25@ .00@ .00@ .00@ .00@ .00@ .00@ .00@ .0	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yel- low label White label SUNDRIES Alcohol cologne spirits gallon *Ambergris, black. (oz.) Ambergris, gray Chalk, precipitated Civet horns (oz.)	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50 4.77@ 4.90 10.00@ 18.00 28.00@ .05 2.65@
Copiaba Coriander Coriander Croton Croton Cumin Cubebs Cumin Copiaba Cumin Cubebs Cumin Copiaba Cumin Copiaba Cumin Copiaba Cumin Copiaba Cumin Copiaba Cumin Copiaba	.50 .625 .625 .63 .50 .63 .50 .50 .50 .60 .60 .60 .60 .60 .60 .60 .60 .60 .6	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 300 Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anisic Aldehyde, foreign 4. Benzaldehyde, domestic, U. S. P 1. Benzaldehyde, F. F. C. domestic 1. Benzyl Acetate, domestic 1. Benzyl Acetate, foreign 1. Benzyl Acetate, foreign 1. Benzyl Acetate, foreign 1.	.50@ 4.75 .25@ .00@ .00@ .00@ .00@ .00@ .00@ .00@ .0	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yel- low label White label SUNDRIES Alcohol cologne spirits gallon *Ambergris, black. (oz.) Ambergris, gray Chalk, precipitated Civet horns (oz.) Lanolin hydrous	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50  4.77@ 4.90 10.00@ 18.00 28.00@ .03@ .05 2.65@ .21@ .27
Copiaba	06a .50 06a 22.00 22.00 13.00 13.00 06a 1.10 76a .60 06a 9.00 06a 6.75 56a 06a 06a 06a 1.40 06a 06a 1.40 06a 1.40 06a 7.50	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 30. Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anethol 1. Anisic Aldehyde, foreign 4. Benzaldehyde, domestic, 4. Benzaldehyde, F. F. C. domestic 1. Benzyl Acetate, domestic 1. Benzyl Acetate, foreign 1. Benzyl Acetate, foreign 1. Benzyl Alcohol 1. Benzyl Benzoate 1.	.50@ 4.75 .25@ .00@ 40.00 .00@ 40.00 .00@ 40.00 .00@ .50@ .50@ .50@ .50@ 4.50 .50@ 4.50 .75@ 2.00 .75@ 2.00 .75@ 2.00	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, Cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yellow label White label  SUNDRIES Alcohol cologne spirits gallon *Ambergris, black. (oz.) Ambergris, gray Chalk, precipitated Civet horns	2.00@ 225 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50  4.77@ 4.90 10.00@ 18.00 28.00@ .03@ .05 2.65@ 27 25@ .31
Copiaba 4.4 Coriander 21.0 Croton 1.1 Cubebs 6.0 Cumin 12.5 Dillseed 4.7 Erigeron 1.0 Eucalyptus, Aus, "U. S. P." 4.4 Fennel, Sweet 1.3 Geranium, Rose Algerian 8.5 Geranium, Turkish (palma rosa) 5.2 Ginger 5.2 Ginger 5.2 Ginger 5.2 Ginger 7.5 Ginger 7.5 Ginger 8.5 Guiac (Wood) 4.8 Hemlock 1.4 Juniper Berries, rectified 1.4 Lavender, English 32.0 Lavender, U. S. P. "IX" 3.6 Lemon "Calif" 7.7	.50 .62 .62 .62 .63 .63 .63 .63 .63 .63 .63 .63 .63 .63	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 30. Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anethol 1. Anisic Aldehyde, foreign 4. Benzaldehyde, domestic, U.S. P 1. Benzaldehyde, F. F. C. domestic 1. Benzyl Acetate, domestic 1. Benzyl Acetate, foreign 1. Benzyl Acetate, foreign 1. Benzyl Alcohol 1. Benzyl Benzoate 1. Borneol 3.	.50\alpha 4.75 .25\alpha 4.75 .25\alpha 50\alpha 40.00 .00\alpha 40.00 .00\alpha 50\alpha 50\	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, Cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yellow label White label  SUNDRIES Alcohol cologne spirits gallon *Ambergris, black (oz.) Ambergris, gray Chalk, precipitated Civet horns	2.00@ 225 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50  4.77@ 4.90 10.00@ 18.00 28.00@ .03@ .05 2.65@ 21@ .27 .25@ .31 9.65@ 10.00
Copiaba	.50 .62 .50 .62 .50 .62 .50 .50 .50 .10 .50 .60 .60 .60 .60 .60 .60 .60 .60 .60 .6	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormseed 8. Vlang-Ylang, Manila 30.0 Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anethol 1. Anisic Aldehyde, foreign 4. Domestic 4. Benzaldehyde, domestic, U. S. P 1. Benzaldehyde, F. F. C. domestic 1. Benzyl Acetate, domestic 1. Benzyl Acetate, foreign 1. Benzyl Alcohol 1. Benzyl Benzoate 1. Borneol 3. Bornylacetate 4.	.50\alpha 4.75 .25\alpha 4.75 .25\alpha 50\alpha 40.00 .00\alpha 40.00 .00\alpha 50\alpha 40.00 .50\alpha 50\alpha 50\al	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yellow label White label SUNDRIES Alcohol cologne spirits gallon *Ambergris, black. (oz.) Ambergris, gray Chalk, precipitated Civet horns (oz.) Lanolin hydrous Lanolin anhydrous Menthol Musk, Cab., pods. (oz.)	2.00@ 225 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50  4.77@ 4.90 10.00@ 18.00 28.00@ .03@ .05 2.65@ 21@ .27 25@ .31 9.65@ 10.00 nominal
Copiaba	.50 .625 .625 .625 .63 .50 .60 .110 .60 .60 .60 .60 .60 .60 .60 .60 .60 .6	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4! Wormwood 8. Ylang-Ylang, Manila 30! Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anisic Aldehyde, foreign 4. Domestic 4. Benzaldehyde, domestic, U. S. P. Benzaldehyde, F. F. C. domestic 1. Benzyl Acetate, domestic 1. Benzyl Acetate, foreign 1. Benzyl Acetate, foreign 1. Benzyl Acetate, foreign 1. Benzyl Acetate, domestic 1. Benzyl Acetate, domestic 1. Benzyl Benzoate 1. Borneol 3. Bornylacetate 4. Bromostyrol 4.	.50\alpha 4.75 .25\alpha 4.75 .25\alpha 50\alpha 40.00 .00\alpha 40.00 .00\alpha 50\alpha 50\	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yellow label White label  SUNDRIES Alcohol cologne spirits gallon *Ambergris, black. (oz.) Ambergris, gray Chalk, precipitated Civet horns (oz.) Lanolin hydrous Lanolin anhydrous Menthol Musk, Cab., pods. (oz.) Musk, Cab., grains. (oz.)	2.00@ 225 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50  4.77@ 4.90 10.00@ 18.00 28.00@ .03@ .05 2.65@ 21@ .27 .25@ .31 9.65@ 10.00
Copiaba	.50 .62 .50 .62 .50 .62 .50 .50 .50 .10 .50 .60 .60 .60 .60 .60 .60 .60 .60 .60 .6	Wintergreen, Southern Pennsylvania Vormseed Wormseed Worm	.50@ 4.75 .25@ .00@ .75@ .00@ 40.00 .00@ 40.00 .00@ .55@50@50@ 4.50 .75@50@ 4.50 .75@ 2.00 .75@ 2.00 .85@ 2.00 .85@ 2.00 .75@ 2.00 .85@ 2.00 .75@ 2.00 .85@ 2.00 .75@ 2.00 .85@ 2.00 .75@ 2.00 .85@ 2.00 .85@ 2.00 .85@ 2.00 .85@ 2.00 .85@ 2.00 .85@ 2.00 .85@ 2.00 .85@ 2.00	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yellow label White label SUNDRIES Alcohol cologne spirits gallon *Ambergris, black. (oz.) Ambergris, gray Chalk, precipitated Civet horns (oz.) Lanolin hydrous Lanolin anhydrous Menthol Musk, Cab., pods. (oz.)	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50  4.77@ 4.90 10.00@ 18.00 28.00@ .03@ .05 2.65@ 21@ .27 .25@ .31 9.65@ 10.00 nominal nominal 40.00@
Copiaba Coriander Coriander Croton Croton Cumin Cubebs Cumin Cumin Cubebs	.50 06 22.00 56 6.25 06 13.00 5.00 1.10 76 .60 9.00 9.00 9.00 9.00 1.40 06 6.75 66 66 1.40 06 67 66 66 2.00	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 300 Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anisic Aldehyde, foreign 4. Benzaldehyde, domestic, 4. Benzaldehyde, F. F. C. domestic 1. Benzyl Acetate, domestic 1. Benzyl Acetate, foreign 1. Benzyl Acetate, foreign 1. Benzyl Acetate, domestic 1. Benzyl Acetate, foreign 1. Benzyl Acetate, domestic 1. Benzyl Benzoate 1. Borneol 3. Bornylacetate 4. Bromostyrol 4. Carvol 8. Cinnamic Acid 3. Cinnamic Acid 3. Cinnamic Acid 3.	.50@ 4.75 .25@ .00@ .75@ .00@ 40.00 .000@ 40.00 .000@ .55@	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yel- low label White label  SUNDRIES Alcohol cologne spirits gallon *Ambergris, black. (oz.) Ambergris, gray Chalk, precipitated Civet horns	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50  4.77@ 4.90 10.00@ 18.00 28.00@ .03@ .05 2.65@ 21@ .27 .25@ .31 9.65@ 10.00 nominal nominal 40.00@
Copiaba	.50 06 22.00 22.00 22.00 13.00 5.00 1.10 7.00 .60 9.00 9.00 6.75 5.60 06 2.60 2.60 2.50 06 2.50 06 2.50	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 30.9 Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign Anethol 1. Anisic Aldehyde, foreign 4. Domestic 4. Benzaldehyde, domestic, U. S. P. 1. Benzaldehyde, F. F. C. domestic 1. Benzyl Acetate, domestic 1. Benzyl Acetate, foreign 1. Benzyl Acetate, foreign 1. Benzyl Acetate, foreign 1. Benzyl Acetate, domestic 1. Benzyl Benzoate 1. Borneol 3. Gornylacetate 4. Bromostyrol 4. Carvol 3. Ginnamic Acid 3. Ginnamic Acid 3. Ginnamic Acid 3. Ginnamic Aldehyde 3. Service 2. Se	.50\alpha 4.75 .25\alpha 4.75 .25\alpha 50\alpha 40.00 .00\alpha 40.00 .00\alpha 50\alpha 60.00 .50\alpha 60.00 .75\alpha 2.00 .75\alpha 2.00 .75\alpha 2.00 .85\alpha 60.00 .50\alpha 2.00 .85\alpha 60.00 .50\alpha 2.00 .85\alpha 60.00 .75\alpha 2.00 .85\alpha 60.00 .75\alpha 2.00	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, Cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yellow label Vanilla Beans, Bourbon cut Vanilla Beans, Bourbon cut  *Ambergris, gray (oz.) Ambergris, gray (oz.) Ambergris, gray Civet horns (oz.) Lanolin hydrous Lanolin hydrous Lanolin anhydrous Musk, Cab., pods Musk, Cab., grains Musk, Tonquin, grain (oz.) Musk, Tonquin, pods (oz.) Orris Root, Florentine, whole	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50  4.77@ 4.90 10.00@ 18.00 28.00@ .03@ .05 2.65@ 21@ .27 .25@ .31 9.65@ 10.00 nominal nominal 40.00@
Copiaba         4           Coriander         21.0           Croton         1.1           Cubebs         6.0           Cumin         12.5           Dillseed         4.7           Erigeron         1.0           Eucalyptus,         4.7           Aus, "U. S. P."         4.8           Fennel, Sweet         1.3           Geranium, Rose Algerian         8.5           Geranium, Turkish         (palma rosa)         5.2           Ginger         5.2           Gingergrass         3.0           Guiac (Wood)         4.8           Hemlock         1.4           Juniper Berrics, rectified         1.1           Lavender, English         32.0           Lavender, U.S. P. "IX"         3.6           Lemon         .7           Lemon         .7           Lemon         .7           Lemon         .7           Lines, expressed         1.7           Linaloe         2.4           Mace, distilled         1.0           Mirbane         1.1           Mustard, genuine         17.0	.50 .62 .50 .62 .50 .62 .50 .62 .50 .60 .50 .60 .60 .60 .60 .60 .60 .60 .60 .60 .6	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 30. Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anethol 1. Anisic Aldehyde, foreign 4. Domestic 4. Benzaldehyde, domestic, U. S. P. 1. Benzaldehyde, F. F. C. domestic 1. Benzyl Acetate, foreign 1. Benzyl Acetate, foreign 1. Benzyl Alcohol 1. Benzyl Alcohol 1. Benzyl Benzoate 1. Borneol 3. Bornylacetate 4. Bromostyrol 4. Carvol 8. Cinnamic Acid 3. Cinnamic Aldehyde 3. Citral C. P. 22.	.50@ 4.75 .25@ .00@25@00@00@00@00@50@50@50@50@50@50@50@50@50@50@50@50@50@75@	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, Cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yellow label White label  SUNDRIES Alcohol cologne spirits gallon *Ambergris, black. (oz.) Ambergris, gray Chalk, precipitated Civet horns (oz.) Lanolin hydrous Lanolin anhydrous Menthol Musk, Cab., pods. (oz.) Musk, Tonquin,grain (oz.) Musk, Tonquin,grain (oz.) Musk, Tonquin, pods (oz.) Orris Root, powdered	2.00@ 225 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50  4.77@ 4.90 10.00@ 18.00 28.00@ .03@ .05 2.65@ 21@ .27 .25@ .31 9.65@ 10.00 nominal nominal 40.00@ 27.00@ .08@ .09
Copiaba	.50 .62 .50 .62 .50 .62 .50 .62 .50 .60 .50 .60 .60 .60 .60 .60 .60 .60 .60 .60 .6	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 30. Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anethol 1. Anisic Aldehyde, foreign 4. Domestic 4. Benzaldehyde, domestic, U. S. P. 1. Benzaldehyde, domestic 1. Benzyl Acetate, foreign 1. Benzyl Acetate, foreign 1. Benzyl Alcohol 1. Benzyl Alcohol 1. Benzyl Benzoate 1. Borneol 3. Bornylacetate 4. Bromostyrol 4. Carvol 8. Cinnamic Acid 3. Citral C. P. 2. Citronellol, domestic 12.	.50\alpha 4.75 .25\alpha 4.75 .25\alpha 5.00\alpha 40.00 .00\alpha 60\alpha 5.50\alpha 60\alpha 5.50\alpha 6.50\alpha 6.5	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, Cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yellow label White label  SUNDRIES Alcohol cologne spirits gallon *Ambergris, black. (oz.) Ambergris, gray Chalk, precipitated Civet horns (oz.) Lanolin hydrous Lanolin anhydrous Menthol Musk, Cab., pods. (oz.) Musk, Cab., grains. (oz.) Musk, Tonquin,grain (oz.) Musk, Tonquin, pods (oz.) Orris Root, powdered granulated	2.00@ 225 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50  4.77@ 4.90 10.00@ 18.00 28.00@ .03@ .05 2.65@ .21@ .27 .25@ .31 9.65@ 10.00 nominal nominal 40.00@ 27.00@ .08@ .09 .12@
Copiaba         4           Coriander         21.0           Croton         1.1           Cubebs         60           Cumin         12.5           Dillseed         4.7           Erigeron         1.0           Eucalyptus,         Aus., "U. S. P."           Aus., "U. S. P."         4           Fennel, Sweet         1.3           Geranium, Rose Algerian         8.5           Geranium, Turkish         (palma rosa)         5.2           Ginger         5.2           Gingergrass         3.0           Guiac (Wood)         4.8           Juniper Berries, rectified         1.1           Lavender, English         32.0           Lavender, English         32.0           Lavender, U. S. P. "IX"         3.6           Lemon         7           Lemon "Calif"         7           Lemon "Calif"         7           Limes, expressed         1.7           Linaloe         2.4           Mace, distilled         1.0           Mirbane         1           Mustard, genuine         17.0           Mustard, artificial         2.8           Mirbane	.50 0/a 22.00 0/a 22.00 0/a 22.00 0/a 13.00 0/a 1.10 0/a 0/a 0/a 0/a 0/a 0/a 0/a 0/a 0/a 0/	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 30. Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anethol 1. Anisic Aldehyde, foreign 4. Domestic 4. Benzaldehyde, domestic, U. S. P. 1. Benzaldehyde, F. F. C. domestic 1. Benzyl Acetate, foreign 1. Benzyl Acetate, foreign 1. Benzyl Acetate, foreign 1. Benzyl Alcohol 1. Benzyl Benzoate 1. Borneol 3. Bornylacetate 4. Bromostyrol 4. Carvol 8. Cinnamic Acid 3. Cinnamic Aldehyde 3. Citral C. P. 2. Citronellol, domestic 12. Citronellol, foreign 12.	.50\alpha 4.75 .25\alpha 4.75 .25\alpha 5.00\alpha 5.50\alpha 5.00\alpha 5.00\alpha 5.50\alpha 5.00\alpha 5.50\alpha 5.00\alpha 5.00	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, Cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yellow label White label  SUNDRIES  Alcohol cologne spirits gallon *Ambergris, black. (oz.) Ambergris, gray Chalk, precipitated Civet horns (oz.) Lanolin hydrous Lanolin anhydrous Musk, Cab., pods. (oz.) Musk, Cab., grains. (oz.) Musk, Tonquin, pods (oz.) Orris Root, Florentine, whole Orris Root, powdered granulated Rice Starch	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50  4.77@ 4.90 10.00@ 18.00 28.00@ .03@ .05 2.65@ 27 .25@ .31 9.65@ 10.00 nominal nominal 40.00@ 27.00@ .08@ .09 .12@ .16@
Copiaba         4           Coriander         21.0           Croton         1.1           Cubebs         6.0           Cumin         12.5           Dillseed         4.7           Erigeron         1.0           Eucalyptus,         Aus., "U. S. P."           Aus., "U. S. P."         4           Fennel, Sweet         1.3           Geranium, Rose Algerian.         8.5           Geranium, Turkish         (palma rosa)         5.2           Ginger         5.2           Ginger rosa)         3.0           Guiac (Wood)         4.8           Hemlock         1.4           Luniper Berries, rectified.         1.1           Lavender, English         32.0           Lavender, English         32.0           Lavender, U.S. P. "IX"         3.6           Lemon         .7           Lemon "Calif"         .7           Lemon grass         .7           Linaloe         2.4           Mace, distilled         1.0           Mirbane         1.7           Mustard, genuine         17.0           Mustard, Bigarade         Petale           Extra	06	Wintergreen, Southern Pennsylvania Vormseed Wormseed Worm	.50\alpha 4.75 .25\alpha 4.75 .25\alpha 5.00\alpha 5.50\alpha 5.00\alpha 5.00\alpha 5.50\alpha 5.00\alpha 5.50\alpha 5.00\alpha 5.00	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yellow label White label  SUNDRIES  Alcohol cologne spirits gallon *Ambergris, black. (oz.) Ambergris, gray Chalk, precipitated Civet horns (oz.) Lanolin hydrous Lanolin anhydrous Menthol Musk, Cab., pods. (oz.) Musk, Tonquin, grain (oz.) Musk, Tonquin, pods (oz.) Orris Root, Florentine, whole Orris Root, powdered granulated Rice Starch Talc. Italian (ton)	2.00@ 2.25 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50  4.77@ 4.90 10.00@ 18.00 28.00@ .03@ .05 2.65@ 21@ .27 .25@ .31 9.65@ 10.00 nominal nominal 40.00@ 27.00@ .08@ .09 .12@ .16@ 45.00@ 60.00
Copiaba Coriander Coriander Coriander Croton Cumin Cubebs Cubebs Cubebs Cubebs Cubebs Cubebs Cumin Cubebs Cu	06	Wintergreen, Southern Pennsylvania Vormseed Wormseed Worm	.50@ 4.75 .25@ .00@ .75@ .00@ 40.00 .00@ 40.00 .00@ .55@ .60@ .50@50@50@75@ .2.50@ 2.00 .75@ 2.00 .75@ 2.00 .75@ 2.00 .75@ 3.50@75@ 3.50@75@ 3.50@75@	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, Cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yel- low label White label  SUNDRIES  Alcohol cologne spirits gallon *Ambergris, black. (oz.) Ambergris, gray Chalk, precipitated Civet horns (oz.) Lanolin hydrous Lanolin hydrous Lanolin anhydrous Menthol Musk, Cab., pods. (oz.) Musk, Tonquin, grain (oz.) Musk, Tonquin, pods (oz.) Orris Root, Florentine, whole Orris Root, powdered granulated Rice Starch Talc. Italian (ton) Talc. French (ton)	2.00@ 225 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50  4.77@ 4.90 10.00@ 18.00 28.00@ .03@ .05 2.65@ 27 .25@ .31 9.65@ 10.00 nominal nominal 40.00@ 27.00@ .08@ .09 .12@ .16@ 45.00@ 60.00 25.00@ 50.00
Copiaba Coriander Coriander Coroton Cumin Cubebs Cumin Dillseed Erigeron Eucalyptus, Aus, "U. S. P." Fennel, Sweet Geranium, Rose Algerian Geranium, Bourbon Geranium, Turkish (palma rosa) Colleger Ginger G	0.60	Wintergreen, Southern Pennsylvania Wormseed Wormseed Wormwood Right Salicylang, Manila Ang-Ylang, Manila Ang-Ylang, Bourbon BERIVATIVES AND CHE Acetophenone Amyl Salicylate, dom. Amyl Salicylate, foreign Anethol Anisic Aldehyde, foreign Lomestic Benzaldehyde, domestic, U.S.P Benzaldehyde, domestic, I.Benzyl Acetate, domestic Benzyl Acetate, foreign Benzyl Acetate, foreign Benzyl Acetate, domestic Benzyl Acetate, domestic Benzyl Acetate, domestic Benzyl Acetate, foreign Benzyl Acetate Bromostyrol Carvol Carvol Cinnamic Acid Cinnamic Acid Cinnamic Aldehyde Citral C.P Citronellol, domestic Cumarin, natural Cumarin, natural Cumarin, natural Cumarin, artificial, domestic	.50\alpha 4.75 .25\alpha 4.75 .25\alpha 5.00\alpha 5.50\alpha 5.00\alpha 5.00\alpha 5.50\alpha 5.00\alpha 5.50\alpha 5.00\alpha 5.00	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yellow label White label  SUNDRIES  Alcohol cologne spirits gallon *Ambergris, black. (oz.) Ambergris, gray Chalk, precipitated Civet horns (oz.) Lanolin hydrous Lanolin anhydrous Menthol Musk, Cab., pods. (oz.) Musk, Tonquin, grain (oz.) Musk, Tonquin, pods (oz.) Orris Root, Florentine, whole Orris Root, powdered granulated Rice Starch Talc. Italian (ton)	2.00@ 225 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50  4.77@ 4.90 10.00@ 18.00 28.00@ .03@ .05 2.65@ 27 .25@ .31 9.65@ 10.00 nominal nominal 40.00@ 27.00@ .08@ .09 .12@ .16@ 45.00@ 60.00 25.00@ 50.00
Copiaba Coriander Coriander Croton Cumin Cubebs Cumin Dillseed Erigeron Eucalyptus, Aus, "U. S. P." Fennel, Sweet Geranium, Rose Algerian Geranium, Bourbon Geranium, Turkish (palma rosa) Collinger Ginger G	0.60	Wintergreen, Southern 4. Pennsylvania 5. Wormseed 4. Wormseed 4. Wormwood 8. Ylang-Ylang, Manila 30. Ylang-Ylang, Bourbon 6. DERIVATIVES AND CHE Acetophenone 4. Amyl Salicylate, dom. 1. Amyl Salicylate, foreign 1. Anethol 1. Anisic Aldehyde, foreign 4. Domestic 4. Benzaldehyde, domestic, U. S. P. 1. Benzaldehyde, F. F. C. domestic 1. Benzyl Acetate, domestic 1. Benzyl Acetate, foreign 1. Benzyl Alcohol 1. Benzyl Alcohol 1. Benzyl Benzoate 1. Borneol 3. Bornylacetate 4. Bromostyrol 4. Carvol 8. Citral C. P. 2. Citronellol, domestic 12. Citronellol, foreign 12. Cumarin, artificial, domestic 4. Cumarin, artificial, domestic 4. Cumarin, artificial, for-	.50@ 4.75 .25@ .00@ .75@ .00@ 40.00 .00@ 40.00 .00@ .55@ .60@ .50@50@50@75@ .2.50@ 2.00 .75@ 2.00 .75@ 2.00 .75@ 2.00 .75@ 3.50@75@ 3.50@75@ 3.50@75@	Tonka Beans, Para Tonka Beans, Angostura. Vanilla Beans, Mexican. Vanilla Beans, Cut Vanilla Beans, Bourbon whole Vanilla Beans, Bourbon cut Vanilla Beans, Tahiti yel- low label White label  SUNDRIES  Alcohol cologne spirits gallon *Ambergris, black. (oz.) Ambergris, gray Chalk, precipitated Civet horns (oz.) Lanolin hydrous Lanolin hydrous Lanolin anhydrous Menthol Musk, Cab., pods. (oz.) Musk, Tonquin, grain (oz.) Musk, Tonquin, pods (oz.) Orris Root, Florentine, whole Orris Root, powdered granulated Rice Starch Talc. Italian (ton) Talc. French (ton)	2.00@ 225 12.00@ 18.00 7.00@ 7.50 3.25@ 3.50 3.00@ 3.50 1.80@ 2.00 2.25@ 2.50  4.77@ 4.90 10.00@ 18.00 28.00@ .03@ .05 2.65@ 27 .25@ .31 9.65@ 10.00 nominal nominal 40.00@ 27.00@ .08@ .09 .12@ .16@ 45.00@ 60.00 25.00@ 50.00

#### THE MARKET

(Continued from page 516.)

lavender oil has been bought in fair quantities by perfumers, and the English oil has also entered consumption in a larger way. Bullish cables from Australia has tended to strengthen prices for oil of eucalyptus, reports current

being that the crop will be a short one.

Among domestics interest attaches to a sharp advance in terpineol resulting from the high prices prevailing for turpentine. While less active than has been the case in some time, peppermint oil has sold into new high territory, due to the close control being exercised by country holders. Sassafras has gone up 10 cents a pound, as supplies on spot and in the country are limited. Clearance of cheaplots of oil of wormseed has sent that item higher. Prices for sandalwood are up in keeping with the action of the Mysore Syndicate in London in naming higher prices for the raw material. Offers of birch tar oil are being more freely made. In a word, the general position indicates an irregular upward tendency with the volume of trading in nearly every oil showing a satisfactory increase.

#### Aromatic Synthetic Products

Factors in aromatic synthetic products are agreed that the recent elimination of outside sellers has done much to strengthen the general market, although the numerous advances which were placed into effect in the first fortnight of the new year appear generally to be based on higher costs of raw materials and replacements. Much has been done in the matter of relieving the importer from the noxious delays in the matter of working out American valuation of his products and a better general understanding of the workings of the Tariff Law is now had by all. Buyers who had delayed commitments pending the appearance of more settled conditions have been quite active. The upward movement already mentioned has extended to anisic aldehyde, which is held at \$4.50 for foreign; domestic benzaldehyde, which is quoted at \$1.75/a \$2; benzyl alcohol, which is held at \$1.85; benzyl benzoate, \$1.85; carvol, \$8.75. foreign and domestic citronellol, \$12; eugenol, \$4.25; methyl anthranilate, \$5; terpinyl acetate, \$2; and the methyl anthranilate. \$5; terpinyl acetate, \$2; and the ionones, which are held at about \$5.50. A leading manufacturer has announced an advance in methyl salicylate or artificial oil of wintergreen to 62 cents in 50-pound cans; 67 cents for 61/4-pound carboys, and 77 cents for 1 pound The jump in the latter product was a complete surprise, in view of the comparatively weak position of the raw material, phenol which owing to light demand was being offered in the trade as low as 32@33 cents. Reports from Germany and Italy tell of an active demand running for the synthetic aromatic chemicals generally.

#### Sundry Perfumery Products

After the recent spurt of activity in menthol the market has again turned weak on cables from Japan reporting a c. i. f. cost as low as \$8. Spot material seems to be closely concentrated, however, and it would be difficult to secure case lots at less than \$90.50 a pound. Consumers as a whole are only carrying light menthol stocks and if they expand their purchases it is deemed likely that the market will go higher. There has been a slight reaction in civet with offers at a concession of 10 cents. Legitimate demand for ethyl-alcohol are large and cologne spirits are being firmly maintained in consequence. The various natural musks are meeting good demand at \$40 an ounce for the Tonquin grain and \$27 for the pods.

#### Vanilla Beans

The price tendency of vanilla beans continues distinctly upwards. An excellent demand continues in evidence from the manufacturers of extract and, with only limited stocks with which to all these requirements, the tone of the market is unusually strong with regular Bourbon stock quoted firm at from \$3 to \$3.50 a pound, while prime material commands from \$3.50 to \$4 a pound in the open market. Prices in Marseilles have been quite strongly maintained at from 70 to 75 francs ex dock with no allowances made in excess of 10 per cent for bad stock. A steady demand has been experienced in the French markets from Continental points. Prices for Mexican vanilla beans are nomi-

nal around a basis of \$11 to \$15 a pound. The next crop of Mexicans is going to be a small one if preliminary estimates are any criterion. Last advices from Vera Cruz indicate that \$6.50 to \$7 a pound is being paid for cured beans for future delivery. Cool nights and rains have helped to ripen the green beans and the quality of vanilla for this season is expected to be decidedly good, the beans averaging about eight and one-half inches in length. The cuts are of good quality and it is estimated the season's output will be some 35,000 pounds. While some slight reaction may occur when the crop is first placed on the market, the price is expected to be higher before the season is over than it was last year.

A warning is issued to extract manufacturers and other purchasers of vanilla beans that offerings have recently appeared from upwards of a dozen places of vanilla which is purported to be of Mexican origin, but which is in reality Tahiti vanilla camaflouged to look like the Mexican product. Such offerings as have come to light have been beautifully done up to represent Mexican vanilla both as to style and packing. In some instances the bundles have been wrapped in tin foil which, however, is contrary to the customs of Mexican packers. Most of the offers have come from along the Mexican border. In discussing the situation one house points out that it is purely an attempt to take advantage of the high prices prevailing for the Mexican beans through the substitution of Tahitis, although the concern which is offering the goods is in good repute and is apparently unaware of the imposition. "While these offerings have come to our attention," said a representative of one of the important houses, "it is very unusual for attempts at chicanery to appear in vanilla and we are not inclined to believe that any serious attempt to misrepresent is being made."

#### FOREIGN CORRESPONDENCE

(Continued from page 516.)

#### MANCHURIA

MARKET FOR AMERICAN SOAP AND TOILET ARTICLES.—Consul General Albert W. Pontius, at Mukden, reports that Manchuria's total trade for 1921 was about \$27,300,000 more than in 1920 and doubled the 1913 total. He says: "American manufacturers are now realizing the splendid market offered in Manchuria for the sale of manufactures in many lines." Among the principal foreign importations mentioned are soap and toilet articles.

#### PERU

TRADE TOTALS, PERFUMERY AND SOAP—Peru's total imports in 1920, on figures just at hand, show \$47,794,009 from the United States, being more than half of goods received and an increase of \$11,000,000 over 1919. Exports to the United States in 1920 were \$76,445,979, being just short of half of the total and about \$16,000,000 more than in 1919. Statistics for 1921 and 1922 are not available.

Peru's perfumery and cosmetics imports in 1920 were \$994,896, an increase of about \$362,000 over 1919. The share of the United States was not more than 5 per cent. Soap imports were \$278,320, a falling off of about \$54,000. Soaps of American origin are in much greater demand than American perfumes, but consular advices are that the sale of both could be enlarged.

#### SPAIN

EXPORT DUTIES ON SOVE. Madrid advices report the soap manufacturers are demanding the abolition of the export duties imposed on soap during the war, since the exportation of all the raw materials used in the manufacture of soap has been rendered free.



#### MANUFACTURE OF SOAP: 1921 CENSUS

The Department of Commerce announces that reports made to the Bureau of the Census show that production by establishments engaged primarily in the manufacture of soap amounted to \$240,116,000 in 1921 as compared with \$316,740,000 in 1919, a decrease of 24.2 per cent in value of products. In addition soap products to the value of \$21,140,000 were produced in 1919 by establishments classified in other industries; corresponding figures for 1921 are not available at this time.

Of the 283 establishments reporting products valued at \$5,000 and more in 1921, 43 were located in New York, 41 in Pennsylvania, 27 in Illinois, 26 in Ohio, 23 each in California and Massachusetts, 15 in New Jersey, 9 each in Missouri. Rhode Island and Wisconsin, 7 in Indiana, 5 each in Connecticut, Iowa and Minnesota, 4 each in Colorado, Kentucky and Michigan, 3 each in Kansas, Nebraska, Texas and Washington, 2 each in Georgia, Louisiana, Oregon and Utah, and I each in Maryland, Nevada, New Hampshire and North Carolina.

In October, the month of maximum employment, 18,466 wage earners were reported, and in January, the month of minimum employment, 13.999—the minimum representing 75.8 per cent of the maximum. The average number employed during the year was 16,558 as compared with 20,436 in 1919. A classification with respect to the pre-20,436 in 1919. A classification with respect to the prevailing hours of labor in the establishment in which employed shows that for 6,915, or 41.8 per cent of the total (average) number of wage earners, the prevailing hours were 48 or less per week, and for 7,689, or 46.4 per cent, the hours were between 48 and 54 per week.

The statistics for 1921 and 1919 are summarized in the following statement, the figures for 1921 being preliminary and subject to possible correction:

and subject to possible correction:

	19211	19191	Cent of De- crease
Number of establishments	283	279	
Persons engaged	23,022	28,919	20.4
Proprietors and firm members	103	183	43.7
Salaried employees	6,361	8,300	23.4
Wage earners (average number).	16,558	20,436	19.0
Salaries and wages	\$32,566,000	\$35,400,000	8.0
Salaries	13,701,000	14,172,000	3.3
Wages	18,865,000	21,228,000	11.1
Paid for contract work	614,000	640,000	4.0
Cost of materials	150,356,000	238,519,000	37.0
Value of products	240,116,000	316,740,000	24.2
Value added by manufactures	89,760,000	78,221,000	*14.8

Statistics for establishments having production valued at less than \$5,000 are not included in the figures for 1921; 69 establishments of this class reported 34 wage earners and products aggregating \$181,800 m value. For 1919, however, data for 69 establishments of this class, reporting 32 wage earners and products valued at \$130,100, are included in the figures with exception of the item "number of establishments."

\*Denotes increase.

\*Value of products less cost of materials.

Detailed statistics of products for 1921 and 1919 are given in the following table, though figures for soap and associated products produced as subsidiary products by estab-(Continued on Page 523)

#### ADVANCE OF PRICE IN FATS AND OILS

An advance approximating 50 per cent in all grades of tallow over a period of less than six months, together with varying increases in the cost of all other raw materials which enter the production of soaps, has brought announcements of advances amounting to about 50 cents a box from three of the country's principal manufacturers of laundry soaps. In other words, laundry soaps now command from \$5.45 to \$5.50 per standard case of 671/2 pounds when bought in 100 case lots. In those few instances where no actual upward revision has been named in the price of soaps, manufacturers have been forced to resort to the expedient of reducing the weight for the purpose of bringing down overhead. Thus one or two producers have cut the size of their bars from thirteen ounces to twelve ounces, while Thus one or two producers have cut the size of others have cut from thirteen ounces to eleven ounces,

If the present position of the raw material market, which measured by the position of tallow which has jumped to 8¼ cents for city prime, 8¾ cents for special loose, 9 cents for extra and 9½ cents for the edible, is any criterion, the days of the five-cent laundry soap are numbered. There is one saving grace, however, the soap people generally loaded up pretty well with tallow before the big export movement set in last autumn. The consumer is now deriving the benefit of their foresightedness, since, if he had to pay for the finished product on the basis of current raw material costs his soap would cost him considerably more than it

does at present.

Producers generally look for high prices on soaps over the period of the next three or four months. The first six months of the year are usually the biggest ones in the soap industry and this year is not expected to be any exception. The only restraint apparently against the appearance of still higher prices for laundry soaps is the unwillingness of producers to get prices beyond a point that can easily be maintained. Both domestic and foreign business is running at a comparatively heavy rate. There is an outlook that tallow may react slightly during the latter part of this month and early February, but there can be no permanent change with the statistical position of provisions and allied products as strong as they are at present so that by February and March a resumption of the advance in tallow may be anticipated.

Buying of laundry soaps by the West Indies, South America and Mexico has been one of the big features of the market of late. For the time being the outlet to Mexico is restricted, pending the settlement of an agitation which has been started in Mexico to raise import duties on laundry soaps to 20 centavos per kilo or \$3.66 per box, against the existing tariff of 12 centayos per kilo or about \$2 per box. There are a certain number of soap manufacturing concerns operating in Mexico, but it is not believed that they have as yet achieved the perfection of American standards in their manufacture and it is doubtful if they are able to place a brand of soap on the market which can compare with American standards. What amounts to a general feeling is that the proposed increase in the Mexican tariff will be thwarted. Even if the higher rate is adopted, however, it is believed that Mexico will still be a good customer American laundry soaps, despite a higher tariff,

While there is a general supposition that higher tallow prices are nearly always followed by an advance in prices for soaps, this does not always happen. A great soap manufacturers are able to offset part of their increased overhead resulting from higher raw material costs by larger recoveries of glycerine from their soap production. During the last six weeks the war scare in Europe has resulted in a jump in dynamite glycerine to 17½ cents. The situation in glycerine is made acute through the demand for crude, which is due to a delay in the shipment of purchases made some time ago in France and also to the possibility of war as a result of the occupation of the Ruhr by the French. Of course the latter is a liberal interpretation since there is always more or less buying of dynamite on the part of Europe for mining and blasting purposes. With French exchange rates falling, however, it would not be surprising if dynamite glycerine purchases could be made by France to better and better advantage.

Back of the steady enhancement of tallow values during the last few months has been the enormous export movement resulting from the fact that American prices for tallow were lower than world prices during the greater part of 1922. Last statistics available, those for the nine months ending September last show that the exports of edible grades of tallow for that period totalled some 24,058,862 pounds as contrasted with 10,749,517 pounds of all kinds of tallow for the corresponding period of 1921. The advance in tallow is in no special way related to the imposition of a duty of ½ cent per pound under the Tariff Act of 1922, against the duty free basis existing in the previous tariff, for at no time since the passage of the tariff act has the duty levied on tallow been in any way operative. In fact the only function of the ½ cent duty is its nusance value to the American manufacturer of soap.

The last import movement of any consequence in tallow was during the nine months ending September last when only 1,495,415 pounds were brought into the country, which total is regarded as insignificant. The outward movement of tallow has continued since September, the exports during that month amounting to some 1,868,891 pounds. Tallow continued to advance during October, but the rise did not prevent the exportation of some 1,450,629 pounds during that month. Our market approached world prices after that time, as shown by smaller exports. On October 30, 1922, prices for good Australian mixed in London, Prime packers in Chicago and City extra in New York stood on an absolute parity, but the London prices again moved forward, surpassing prices in the American market. At no time since October 30 has the price of extra city tallow at New York been on a parity with the price of good Austra-lian mixed in London. Prime packers' tallow in the Chicago market at its peak for the period covered from November 17 to 22 inclusive, exceeded prices in the London market by a fractional degree over 12 cent per pound, but again dropped below the parity of London on December 1, while on December 15 the relative prices were again a fraction of a degree below 852 cents for good Australian mixed in the London market; 81's cents for prime packers in the Chicago market, and 73's cents for City extra in the New York market.

Coincident with the jump in prices for tallow there has been a steadily stiffening market for all kinds of vegetable oil products which go into the production of soaps. The larger buyers of vegetable oils have anticipated their requirements by placing long term contracts ahead. Offerings of many products are only being made sparingly and hardlers are reluctant to quote nearby deliveries owing to the advancing trend of the market. Cocoanut palm and soya bean oils are all feeling the impulse of buying by soapers, while olive oil has been quite firm despite the outlook that production in Italy will be considerably larger.

In order to set at rest fears of an acute impending shortage in edible oils and fats it need only be remembered that the combined exports of hogs, lard, cotton seed oil, lard substitute, oleo stearine and other edible oils and fats from the United States for the year 1921 amounted to roughly 1,400,000,000 pounds out of a total production of over 3,600,000,000 pounds and that at the same time imports of foreign vegetable oils were effectually inhibited by the Emergency Tariff duties, it can be seen that many years must elapse before American demand for edible fats and oils equals the supply. It is for this reason that fears of a runaway market for scaps at this time are deemed highly improbable, although there is every indication of good steady buying around current price levels.

#### CARBOHYDRATE CHAIN IN SYNTHETIC FATS

At the recent meeting of the British Association at Hull an interesting paper was presented by Dr. Helen S. Gilchrist on "The Preparation and Constitution of Synthetic Fats Containing a Carbohydrate Chain," which is briefly summarized as follows by the London Chemical Age:

summarized as follows by the London Chemical Age:
The products obtained when a carbohydrate chain is coupled with the unsaturated groups characteristic of natural fats have been studied with the object of establishing the constitution of the synthetic fats thus obtained. As shown by Lapworth and Pearson, α-methylglucoside and mannitol both combine, on heating in the presence of sodium ethoxide, with the oleyl residues of olive oil, thereby liberating glycerol. The present research has proved that in the first case a mono-oleate is initially formed, whilst in the second two oleyl groups enter the hexitol chain. This condensa-This condensation is immediately followed by internal dehydration, the carbohydrate chain, in each case, losing one molecule of the fatty residues remaining intact. Anhydrowater. methylglucoside mono-oleate and mannitan di-oleates are definite chemical individuals. definite chemical individuals. On methylation they yield monomethyl derivatives, which, however, are unstable even in the high vacuum of the Gaede pump. On being heated with acid alcohol these methylated compounds each give methyl oleate, together with an alkylated sugar derivative. In both cases the anhydro ring in the molecule persists during hydrolysis, and thus a passage is opened into the series of anhydro-sugar derivatives and alcohols. Examination of the above cleavage products confirms the views already held regarding the mechanism of the reactions discussed, and complete structural formulæ are assigned to the original "methylglucoside" and "mannitol fats."

#### Deodorizing Animal Odors in Fat Recovery

French patent 528,153 has been granted to Alfred Bourdin for a method of deodorizing and sterilizing liquids obtained in working up carcasses of animals, and for simultaneously recovering the fat. When carcasses are heated with water in closed vessels, ammonia is produced, which may partly saponify the fat to a soluble soap, which is lost in the water. To avoid this, the water is collected in a tank, treated with sulphuric acid, and the fat, which comes to the surface, collected. The fat is then completely saponified with sulphuric acid. The residual water, containing ammonium sulphate, can be used for fertilizer or worked up into ammonium sulphate.

#### Vegetable Oil and Allied Trades in France, 1921

The Washington Bureau of Foreign and Domestic Commerce has received from Consul Wesley Frost, at Marseille, an interesting survey of the French vegetable-oil industry. This report goes into much detail regarding prices, foreign trade, and productions of both the finished product and the raw materials entering into the manufacture of French oleagenous products over a period of years. Lack of space renders it impossible to publish the report, but those who are interested may examine it upon application the Foodstuffs Division of the Bureau of Foreign and Domestic Commerce at Washington. Refer to file No. 09796.

#### Laundry Preparation with Good Lather Properties

(Ger. Pat. 332,649, E. Reinfurth, Karlsruhe).—During or after manufacture, a stock soap is mixed with a water-soluble salt of  $\alpha$ - or  $\beta$ -naphthalene sulphonic acid (preferably an alkali or ammonium salt, or both), a loading ingredient, such as clay, being added if desired. In making the stock soap, a portion of the fatty acids may be replaced by  $\alpha$ - or  $\beta$ -naphthalene monosulphonic acids or a mixture of the two.

#### Canadian Patent for Hydrolysis of Oils

P. J. Freyer has received Canadian patent 223,833 (1922). In the hydrolysis of oils to produce glycerol, fatty acids, etc., coloidal clay expedites the process and effects a greater yield, is the claim.

## BLEACHING OF OILS AND FATS\*

By ANT. E. COHEN, Chemical Engineer

The tests were made in the apparatus shown in the adjacent drawing. Water was used as the heating liquid.

Through the cock (A), which was also used for drawing off the material, a gas could be introduced so that the bleaching might take place in a medium other than

For comparison, a colorimeter filled with bleached oil was used. 'The use of potassium bichromate or picric acid solutions for comparison is to be advised against, as differences in color always appear which make accurate matching impossible. If a carbon of very fine structure, as for example norit, is used as a bleaching agent, a very thorough filtration is necessary; otherwise small particles of norit give the oil a green color and thus make the colorimeter reading difficult or impossible.

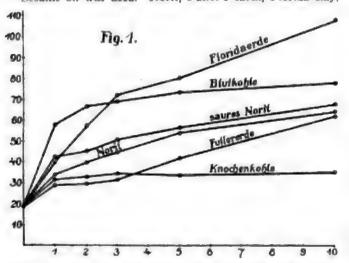
In order to obviate possible effects of the air, carbon dioxide was blown through. This gas was first dried and then heated before being used. The bleaching was always continued for 15 minutes, followed by filtration with a hot water filter. The oil used was freed from

EFFECT OF THE TEMPERATURE.—The following series of experiments on sesame oil show that bleaching was better at higher temperatures, but that the differences were very small:

	F2 1	anchin	g Agent	and	Per	Cont		ter Keadini leaching at	s After
	2.01	Edrum	U.	ed		CEMI	30° C.	70° C.	90° C.
1	per	cent	Norit				. 29	30	33
3	per	cent	Norit		4		. 36	37	39
							41	42	44
1	Der	cent	Fuller's	Earth			. 28 27	29	28
2	Der	cent	Fuller's	Earth			. 27		28
								30	31
	bet	gcent	Florida	Clay			69	70	71

The same observations were also made with other oils and the remaining determinations were carried out at a fixed temperature (90° C.).

COMPARATIVE EFFECT OF DIFFERENT BLEACHING AGENTS.
—Sesame oil was used. Norit, Fuller's earth, Florida clay,



blood charcoal, bone charcoal and acid norit were tried. Norit is a pure, amorphous carbon with a very high, constant power of adsorption. Acid norit retains some acid

condensed on its surface, while basic norit contains some alkali.

The unbleached oil had a reading of 18 in the colori-Fig. 1, in which the quantities of bleaching agents meter. are used as abscissæ and the colorimeter readings as ordinates, shows the comparative effects of the bleaching agents used. Florida clay gave the best results, although the blood charcoal had a somewhat stronger effect in the lower con-centrations. The bone charcoal showed a peculiarity, in that the bleaching effect did not increase with greater concentration.

DURATION OF THE BLEACHING.—This had only a very slight effect. Tests which remained in the apparatus 2 minutes, or those which remained in it half an hour, gave the same reading in the colorimeter. But the fact must be taken into consideration that during the slow filtrations the bleaching agent, after it has been drained out of the apparatus, still remains in contact with the oil for some time.

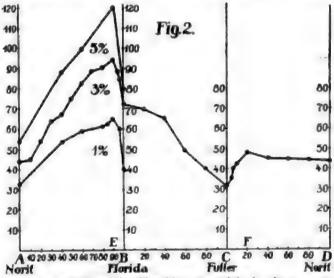
Effect of the Air.—The following question was of importance: Does the air have a harmful effect at the temperatures here used? Should one work in a vacuum or in carbon dioxide or hydrogen currents at temperatures below 100° C.? Or can one heat the oil in air without danger of oxidation? Tests with and without carbon dioxide were made. Dry and heated air was also passed through the oil, always with the same result, namely, that the readings differed little from one another, as the following series of experiments shows:

				CO <sub>2</sub>	Without CO.	With dry
3	per	cent	Norit, sesame oil	44	44.5	411
3	per	cent	Fuller's earth, sesame oil	31	32	34
3	per	cent	Florida clay, sesame oil	71	70	69
3	per	cent	Norit, soya bean oil	4.2	46	4.3
3	per	cent	Norit, palm kernel oil	65	66	66

This shows that the oxidation of the oils used, in air

at temperatures below 100° C., is negligible.

WATER CONTENT OF THE BLEACHING AGENT.—The oils used were dried carefully, as were the bleaching agents, the former in a vacuum, the latter in a drying oven. Water



was now added to the bleaching materials in the proportions shown below. The per cents of weight of the oil. Sesame oil was used. The per cents of water refer to the

	1	Per	Reading				Per	meter Reading
30	Norit	0.5	49	3 %	Fuller's	Earth	0.5	31
	Norst		51	3%	Fuller's	Earth	2	3.2
	Norit	- 5	5.2	30%	Fuller's	Earth	5	27
	Nurit	10	5.2	37%	Fuller's	Earth	10	25

The readings were therefore somewhat better for norit. It must also be noted that by using norit containing moisture, filtration becomes much easier.

COMBINATIONS OF BLEACHING AGENTS .- Since there are several coloring matters in natural oils, and since one ad-

<sup>\*</sup>From Seifensieder Zeitung, 1922, p. 340.

sorption medium offers a better adsorbing for one particular coloring matter than for another, it is not surprising that mixtures of bleaching agents may give better results than single substances. In the following figures the percentages of bleaching agent are measured along the abscissæ and the colorimeter readings are again laid out along the ordinates, as is done in physical chemistry for systems with two components.

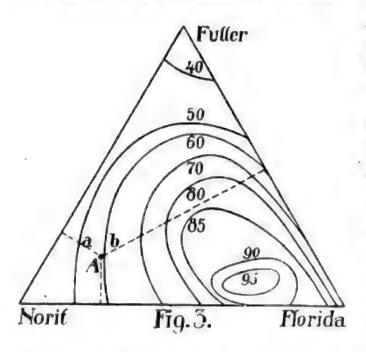
systems with two components.

Fig. 2 shows the Norit-Florida, the Florida-Fuller, the Fuller-Norit "system," for sesame oil, 3% of total bleaching agent being used in each case. Point A corresponds to 100% norit, B to 100% Florida clay, and C to 100% fuller's earth. E is a mixture of 90% Florida and 10% norit; F is a mixture of 80% fuller's earth and 20% norit,

etc.

A sharp maximum appears (Fig. 2), that lies in the same place for 1%, 3% and 5% bleaching agent. There is certainly no auxiliary effect of the bleaching agents, for the same result as in Fig. 2 (namely, a maximum reading of 93) was attained when the bleaching agents were used one after the other, or in other words, when one bleached with 2.9% Florida clay, filtered off and then bleached with 0.1% norit.

Combinations were also made with three bleaching materials. We can imagine the three bleaching agents (norit, Florida clay, Fuller's earth) at the angles of an equilateral triangle. The perpendiculars from any point in the triangle to the sides give the per cent combination for this point.

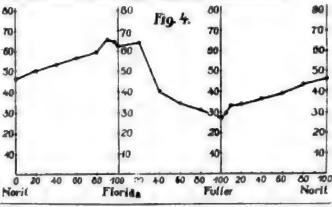


Point in Fig. 3 is therefore a % Florida clay, b % norit and 100 minus a minus b % Fuller's earth. By indicating the readings on the colorimeter by a perpendicular to the plane of the triangle, we obtain a three-dimensional figure, which is the Norit-Florida-Fuller system for sesame oil. By means of a greater number of determinations the three-dimensional figure could be represented in clay. If we imagine a particular point on the perpendicular and a parallel plane laid through it, the plane will cut the three-dimensional figure and we can project the section on the base.

If we do this for a number of points we get Fig. 3. The line 90, for example, gives the composition of bleaching materials which gave the reading 90 on the colorimeter. Point A is therefore a combination which gives a bleaching of 60, etc. We may call these lines isochromes

Figures 4 and 5 give the two-component systems for soval bean oil and palm kernel oil. Here again we see the appearance of maxima, as in Fig. 2. If the assumption made at the beginning is correct, namely, that the appearance of the maxima is only the result of the existence of several coloring matters, these maxima could not occur if the tests were repeated with a colorless oil colored with a simple

coloring matter. In this demonstration a sesame oil bleached water-white (reading 195 on the colorimeter) was colored butter-yellow with dimethylaminoazobenzol.



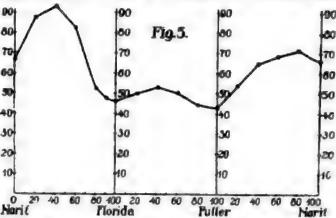
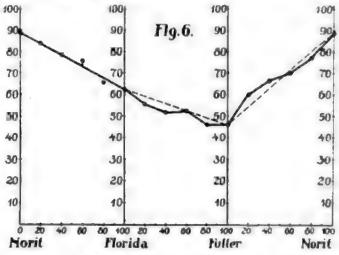


Fig. 6 shows clearly that the lines deviate very little from straight lines. There is no sign of a maximum.



SCMMARY :- The deductions are epitomized as follows:

1. The effect of the temperature is very slight.
2. The duration of the bleaching is not important.

3. Below 100°C, the air has no harmful effect on the bleaching.

4. The presence of moisture improves the bleaching and makes the filtration easier.

5 Under some conditions combinations of bleaching agents increase the bleaching efficiency.

#### Swiss Use Austrian Money to Wrap Soap

The value of the Austrian krone has fallen so low that a Swiss soap manufacturing concern is using 10 krone notes as wrappers for its product. This novel means of advertising has attracted much attention and at the same time is being done without expense, as the notes cost less than the wrappers formerly used.

#### MANUFACTURE OF SOAP: 1921 CENSUS

(Continued from page 519)

lishments in other industries, aggregating \$21,140,000 in 1919, are not at present available for 1921; hence all items are not actually comparable.

Total value	1921 (1)	1919 \$337,880,000
The soap industry	\$240,116,000	\$316,740,000
industries	(1)	21,140,000
Hard Scaps:	Soap Industry	All Industries
Quantity, pounds	1,741,002,000 903,258,000	1,855,257,000 1,072,390,000
Toilet soap  Dye soap	1,319,000	179,350,000 21,710,000
Soap chips	143,915,000	181,837,000
Other hard soapsValue	497,163,000 \$163,041,000	399,970,000 \$227,051,000
Powdered Soaps:		
Quantity, pounds Abrasive	576,270,000 198,087,000	466,536,000
Non-abrasive	378,183,000	
Value Liquid Soap:	\$29,144,000	(8)
Pounds	5,965,000	10,033,000
Value	\$768,000	\$1,255,000
Value	50,756,000 \$2,313,000	74,463,000 \$3,925,000
Special Soap Articles:	26,183,000	36,302,000
Value	\$2,269,000	\$3,568,000
Crude, for Sale-	10 710 000	10 110 000
Pounds	19,710,000 \$1,912,000	18,228,000 \$2,483,000
Refined, for Sale— Pounds	39,307,000	47,377,000
Value Stearin:	\$6,088,000	\$11,461,600
Pounds	3,223,000 \$316,000	3,140,000 \$825,000
Candle Fitch: Pounds Value	5,958,000 \$92,000	5,211,000 \$91,000
Candles: Pounds Value	4,559,000 \$327,000	5.483,000 \$819,000
Red Oil (Commercial Olein Acid):	V V	
Value	930,000 \$416,000	433,000 \$476,000
Perfumes and Toilet Preparations:	\$15,115,000	\$12,635,000
All other products	18,315,000	73,290,000

(1) Figures not yet available.

(3) Included above with value of hard soaps.

#### UNITED STATES PATENTS GRANTED

Camille Deguide, of Enghein, France, has been granted patent 1,440,211 for a continuous process for the manufacture of caustic soda or caustic potash. This patent is for a process for the production of caustic alkali, consisting in decomposing a barium poly-basic silicate by water and an alkali-metal sulphate.

A patent, No. 1,439,685, for a process of producing light colored fatty acids, has been granted to John W. Bodman. Western Springs, Ill., assignor to William Garrigue & Co., Inc., New York. Five claims are made for the process, which includes evaporating dark colored fatty acids and commingling the vapors with a heated gaseous carrier. A further description can be found in "Patents," page 515.

Andrew J. Leonard, West Branch, Mich., has received patent 1,441,100 for a hand washing compound. This is a composition of matter consisting of water, lye and animal fat boiled and mixed to produce saponification, gasoline, denatured alcohol, paraffine sealing wax, potassium carbonate, sugar, camphor gum, powdered boric acid and oil of mirbane compounded in relative proportions substantially as described.

#### Holland Once More Exports Oils

The most important event of recent years in the vegetable oil industry is the change of Holland from an importing to an exporting country, reports Consul Frank W. Mahin, Amsterdam.

#### FEATURES OF SOAP MATERIAL MARKET

(Continued from next page)

last week at 10½c, per pound New York, and Crude Corn Oil changed hands at 10c. Middle West. Corn Oil is firm, and only a few tanks seem to be available from Middle Western producers. Prime Green Italian Olive Oil Foots have been quiet during the past week, but cables from Italy do no show any weakness in the European situation.

January 15, 1923.

A. H. HORNER.

#### Industrial Chemicals

The decidedly heavier contract movement featuring in-dustrial chemical markets has emphasized the favorable position reached in many lines of industry. There has been a steady call for supplies and leading factors have been voicing a great deal of optimism as to the future outlook. The leading producers of alkali products are so well booked ahead that they are not particularly anxious to contract too far ahead into the Spring and Summer months, for a slight lull during the holiday period due in large measure to inventory taking last year's advances in chemical business have been continued in the new year; in fact, the extension of previous gains has been noteworthy in not a few directions. To be sure, export business has been none too good since English and German producers have been successful in re-establishing business relations with their old customers, but the improvement in various European monetary units, particularly the pound sterling, has led to the conviction that soda ash, caustic soda, sulphuric acid, blue vitriol and the boraxes will be wanted in increasing quantities by foreign consumers during the coming year. The enormous increase in domestic consumption of industrial chemicals during the last five months of 1922 is expected will be continued during the first six months of the new year. At any rate, with the advent of the deflation of the markets, the disappearance of the unemployment problem and with stocks in the hands of consumers small, and with the disrupting process of tariff revision pretty well discounted the trade may look forward with confidence to renewed manufacturing activities and prosperity during the coming year. A bit of trade gossip which has occasioned the keenest interest is the revival of offers of long term contracts for basic potash salts by German producers.

#### Other Soap Making Materials

Stocks of both turpentine and rosins at primary points are down to a low point as the high prices prevailing of recent months for rosins has resulted in a rapid marketing of the late production. Inventory taking has occupied the majority of the consuming trades during the past few weeks. The big factor in rosins last year was the unusually heavy foreign demand. Export business has been quieter of late, but with prices on a more attractive basis there is every reason for expecting a big year. Heavy purchases of tallow by the producers of stearic acid and red oil have stiffened the former product materially. Greeces, tallow and a number of allied products have all gone up materially during the past month in keeping with higher prices for provisions.

#### GERMAN PATENTS FOR SOAP POWDER

German Patents 310,122, 310,123 and 310,625, A. Imhausen, Witten, are described as follows: In the first patent, liquid soap is cooled down to about zero C. and then slowly rewarmed to room temperature. During the cooling it is kept energetically stirred, thus forming a fine, crystalline powder, which does not require grinding. In the second, a mixture of soap, soda and suitable filling ingredients is blown to foam in a pressure vessel, and left under increased pressure, being afterwards forced through a nozzle into a super-cooled chamber and discharged on a conveyor, the temperature being slowly raised again. In the third patent, which is one of addition to the first, the fluid mass is treated with super-cooled gases, such as liquid air. This air, in vaporizing, exerts a powerful oxidizing action, thus bleaching the crystals of soap powder.

# MARKET REVIEW ON TALLOW, ETC.

#### TALLOW

(Written Specially for This Journal.)

The sudden advance from the 8c level to the 9c selling price of the New York Extra grade brought about a condition which is causing the large soapers to assume a more conservative tone and the trade in general has shown an unwillingness to follow these prices.

Since the middle of last week, values here have shown a weaker tendency with some producers willing to sell their output, in quality practically equal to the New York Extra grade, at a reduction of 1/8-1/4c per pound.

The markets in the middle west and western points have held very firmly although stock is offered more freely.

As underlying conditions are fundamentally strong it would appear to be useless to look forward to any decided break in prices.

Greases are holding firmly up to top prices with 8-81/4c for the good quality, low acid House Grease, and other grades at relative quotations.

January 17, 1923.

TOBIAS T. PERGAMENT.

#### GLYCERINE

(Written Specially for This Journal)

The price for Chemically Pure Glycerine has not changed in the last month, although refiners are firmer than they were, when our last letter was written. In Dynamite and Crude, however, the market has advanced over 1 cent per pound, due to active buying on the part of the explosives manufacturers, about the end of December and to the situation abroad. The foreign markets are lower than ours, but the fear here is, that the European countries will not allow Glycerine to be exported, if an actual state of war exists, among the larger nations, and this will work a hardship on United States, for we must still look to Europe for a part of our needs, in the way of Crude Glycerine. At time of writing, the buyers who have been recently operating in Dynamite, on a large scale, claim to have withdrawn from the market, having obtained all they needed, for a period in advance; this may be so, but even if it is, they will have to come in again in another month and as their regular Spring season begins early in March, we look for a good demand from now on, especially if general business is to continue in a satisfactory shape, as it has been for the last six months. Unless something unforeseen happens, we see no reason to expect any weakness in Chemically Pure, which is today quoted at 1814 cents, in bulk.

January 16, 1923.

W. A. STOPFORD.

#### VEGETABLE OILS

(Written Specially for This Journal)

Since our last letter Vegetable Oils have been very active and prices of most oils have advanced, due to heavy buying by soap manufacturers. There is, at present, a heavy demand for some oils for nearby deliveries, but many of the consumers, having purchased some time ago, are well supplied for the present and are just watching the situation closely.

Cocoanut Oil is in fair demand, but buyers are now not

as anxious to cover their future requirements as they were a few weeks ago when prices were lower. Some people are of the opinion that Cocoanut Oil is at its peak, at least for the present, and that lower prices will be seen shortly. However, the primary market in Manila is strong and no offerings have recently been received on bulk shipments, excepting at prices even higher than are now being quoted by importers, in tank ears. The Copra situation in the Orient continues to be very firm.

Palm Oils have been moving very lively, and the demand at this writing is heavy—not only for nearby, but forward deliveries as well. Niger is not available today below 7%c. per pound, and only a limited quantity of Lagos Oil is to be had at 7%c. New York. Most importers are quoting higher prices.

Crude Cottonseed Oil is difficult to buy in round lots. Trades were made at 94%c in the south last week, but most sellers are holding for 93%c, and 10c. Even at these prices offerings are not being made freely. Soya Bean Oil sold

(Continued on Preceding Page)

#### SOAP MATERIALS

#### Tallow and Grease

Zanow and Orthoc		
Tallow, New York, Special, .0844c. E0912c. Yellow grease. New York, .08 grease, New York, .094410c. Rosin, Savannah, Jan. 16, 1923.	dible, New @.08½c.	York, White
D 4.90c K		-
E 4.90c M		. 5.40c
H 4.90c W. W		. 6.75c
Starch, Pearl, per 100 lbs	\$2.82 (a.	\$3.10
Starch, powdered, per 100 lbs	2.72	3.00
Stearic acid, single pressed, per 1b	.111/460	W.D.G
Stearic acid, double pressed, per lb	113/6	
Stearic acid. triple pressed, per lb	.13146	
Glycerine, C. P., per lb	.189564	.19
Glycerine, dynamite, per lb	1734@	.18
Soap lye, crude, 80 per cent, loose, per lb.,	.11%@	.12
Soap lye, saponification, 80 per cent, loose	.1172(4)	.14
per lb,	127/6	1.2
pet 10,	12746	.13
Oils		
Cocoanut, edible, per lb	.101/467	
Cocoanut, Ceylon, Dom., per 1h	.091/267	.0954
Palm, Lagos, per lb.	.08 @	.0×48
Dalm Misses was the		
Palm, Niger, per lb	.074461	001/
Palm, Kernel, per lb., nominal	.08566	$.08\frac{3}{4}$
Cotton, crude, per lb. f. o. b. mill	.095/g(ci	44-7
Cotton, refined, per lb., New York	.111/4/07	.111/2
Soya Bean, per lb.	.11146	.1134
Corn, crude, per lb	.11 @	
Castor, No. 1, per lb	.121/4/61	
Castor, No. 3. per 1b	.1134@	.12
Peanut, crude, per lb	,123417	.13
Peanut, refined, per lb	.153/460	.1614
Chemicals		
Olive, denatured, per gal	1.10 @	1.15
Olive Foots prime and the	4.0	1.15
Olive Foots, prime green, per lb		.0914
Soda, caustic, 76 per cent, per 100 lbs	3.50	3.60
Soda Ash, 58 per cent, per 100 lbs	1.75 @	2.10
Potash, caustic. 88/192 per cent, per cwt.	0.00	
f. o. b. Works	.07 @	
Potash Carbonate, 80@85 per cent, per lb.,	00.15	0.0
N. Y.	.0514@	
Salt. common, finc, per 100 lbs		ominal
Sulphuric acid, 60 degrees, per ton		9.50
Sulphuric acid, 66 degrees, per ton		15.00
Borax, crystals, per lb	.051/4/11	.06

Borax, granular, per 1b...

Zinc Oxide, American, lead free, per lb...

# American Perfumer

# and Essential Oil Review

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The Independent International Journal devoted to Perfumery, Toilet Preparations, Soaps, Flavoring Extracts, etc. No producer, dealer or manufacturer has any financial interest in it, nor any voice in its control or policies.

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#### FOREIGN TRADE OF OUR INDUSTRIES GOES FAR OVER \$33,000,000 FOR 1922

Supplementing the official figures which we printed in our November issue of the gigantic growth of the American perfumery, toilet goods and allied industries within recent years, it is a pleasure to announce that simply in the matter of foreign trade, leaving out many comparatively minor items, that branch in 1922 is over \$10,000,000 ahead of 1921. Official figures for the year are given on exports, but conservative estimates have had to be made on import figures which have been held up by the governmental delay due to the new tariff adjustments. The total shown in the following table is above the sum just mentioned, but the inclusion of collateral and subsidiary movements of materials, would run the total up still higher. The figures are subject to official revision in imports:

#### Imports-

Perfumeries, cosmetics, etc	. \$8,600,000
Lemon and other essential oils	4,500,000
Talc	. 370.000
Soap	815,000
Vanilla beans	2,200,000
Exports—	
Perfumeries, cosmetics and toilet preparations	6.309.400
Perfumeries, cosmetics and toilet preparations Soaps, manufactured	8.913.110
Soaps, manufactured Peppermint and other essential oils	8,913,110 883,815
Perfumeries, cosmetics and toilet preparations Soaps, manufactured Peppermint and other essential oils Flavoring extracts	8,913,110 883,815

On another page we are printing some timely news about our foreign trade, especially as it concerns perfumery, cosmetics, toilet goods and other branches of our industries. The calendar year's total figures are given and additionally for the edification of our readers engaged in these lines will be found the first published statement dividing our foreign exports, not only as to close classification of products, but giving in each division the country of destination. The table which we print will afford a subject of study for a great many of our readers, even those who do not desire to cultivate foreign connections. It will enlighten those of our friends who have sought similar information respecting the toilet industries domestically.

Until the Census Bureau follows the example of the Bureau of Foreign and Domestic Commerce it will be a difficult objective to divide for statistical purposes the various items of manufactures which our industries turn out, but which are not exported.

# BUSINESS MEN MUST PAUSE IN RUSH TO STUDY ECONOMICS' LESSONS

Almost everybody is in the hustling, hurrying multitude that measures success by the rule of dollars, with no thought of the problems involved and their effects upon trade future. It really is of vital importance for all business men to know the history of trade and financial periodical waves and to gather a sufficient insight into them to help as a guide to their own present and future activities. It is a duty not only to themselves, but to their associates and friends in trade, as well as to the entire Nation. Nobody is being accused of wilful neglect, but the subject of Economics has the suggestion of complexity and abstruseness that often may cause busy persons to postpone, if not cancel, closer acquaintance. As a matter of fact, the study of Economics and action upon the deductions which most naturally may be derived is now an element of success.

It is worth while pausing to read the extremely important paper which we are printing on page 535 of this issue on "Is a New Period of Inflation in Sight?" The author, Mr. Roberts, is one of the most prominent financiers and observers of trade and financial conditions in the country and has been connected with many large enterprises. Besides his bank connections he is Chairman of the Advisory Committee of the comparatively new American Chamber of Economics, Inc., 30 Irving place. New York, which has entered into a campaign of education on this vital element in accelerating our present trend toward greater prosperity.

The trouble with a great many of us is that we do not stop to think about general conditions of the past and present features of foreign and domestic trade, except possibly within narrow limitations, forgetting that the whirl of commerce is like a wheel, always revolving in an uncertain orbit, like a loose tire on a motor car that may roll along for some time before it makes the final trouble, unless the driver appreciates the danger. Economics is almost as simple, if one can get properly interested, and of vastly greater importance. Mr. Roberts's paper shows exactly what it is. The Chamber recognizes the fact that few of us in active business have the time to sit down and separate from our own pressing work the maze of information necessary to solve the Nation's problems and take advantage of the consensus. That is something that the Chamber of Economics aims to supply to American trade and we most cordially endorse its purposes.

In Mr. Roberts's article some of our readers will say about some things: "Why we knew that." But the test is not on what they may have known, but whether they have assembled in their minds all of the points and whether they have concentrated the information into a business policy and then acted upon it. It is all simple enough in a way, but it needs men like Mr. Roberts and his associates to get the great American business world to think on the broad basis that is going to help everybody.

#### TENTH FOREIGN TRADE CONVENTION

The Tenth Convention of the National Foreign Trade Council will be held in New Orleans on May 2, 3, 4, according to announcement of O. K. Davis, Secretary of the Council. In 1921 New Orleans was the second port of the United States in import importance in the country. As in previous years, leading foreign traders from every part of the United States and in every line of industry will attend the convention.

# FAILURE TO ADVERTISE ENDS CAREER OF FAMOUS HISTORIC FIRM

(London Cable to the New York Herald)

Because of its failure to continue advertising the famous shoe polish firm of Day & Martin, which won a place in literature, is selling out. The managing director made the statement attributing the loss of business to insufficient advertising, for during its most successful years the company advertised perhaps as extensively as any other concern in Great Britain.

It was with Day & Martin's polish that Charles Dickens caused Sam Weller to polish the boots of Mr. Pickwick, and references to the firm are also to be found in the works of Carlyle, George Eliot, Thomas Hood and Bret Harte. It was Dickens's aversion for a rival firm that caused him to boom Day & Martin. In his boyhood days the famous author had been an employee of the rival firm, where his work was to paste labels on pots of polish. The wage he received was so small that he never forgave his employers.

# PRIZE WINNING "BEAUTIES" MIGHT BE MUCH IMPROVED BY COSMETICS

Miss America and Miss Canada stood out in the glare of New York daylight at high noon on January 20 in front of the City Hall. Both have been proclaimed the prize "beauties" of their respective countries. Mayor Hylan, kind and generous, gave them the once over and felt sorry that some of the girls in Flatbush, Brooklyn, and on Manhattan's great East Side had not been in the contest which bestowed the arrogant titles, but he gave the two girls a few words of cheer on their trip to Montreal, where both were to take part in a carnival.

Miss America, whose name need not be used, took particular pains to announce (she is 17 years old) that "never in all of her life" has she "used cosmetics of any kind". One of the big Irish policemen in the offing remarked loud enough for the Mayor and others to grin: "She needs some badly, and if this is a prize beauty I am going to enter some of the real colleens we have around in Corlear's Hook in the next contest."

Miss Canada, who was silent on cosmetics, caught the crowd. If she wore cosmetics they did not show, but at any rate she shone superior to her little American foe of beautifying devices. The two girls had a busy time in the city after their City Hall reception and whether it was simply courtesy to another country, it was curious that the girl who was silent on cosmetics received more plaudits than her companion who defended herself from using them. Anyway perfectly disinterested observers said that Miss Canada, with or without cosmetics, had a strong lead on first place in any "beauty" contest.

#### PROHIBITION AND CHEWING GUM

A survey of chewing gum dealers in Pittsburgh has revealed that the advent of prohibition has considerably reduced the sale of chewing gum to men. So far as dealers have noted, more women are chewing, neither needing nor caring to camouflage their drinks. The opinion of half a dozen of the largest gum dealers was that "man no longer cared to cover up his drinks, consequently he did not buy gum." The increase in the use of gum among women was attributed by several dealers to the fact that women who smoke always use gum, and many women now are smoking

#### LATE HOLIDAY GREETINGS AND VIEWS FOR 1923 TOILET GOODS SYMPOSIUM

Some of our holiday greetings were delayed in the mails and failed to arrive in time for mention last month. From India comes a handsome illustrated card, carrying the good wishes of B. Swaramerchar, of Essenflour Products, Ltd., Mysore.

Fernand Javal, of Houbigant, Paris, voiced his heartiest wishes for 1923 and Mr. and Mrs. Louis Roure joined in forwarding their cordial seasonal sentiments.

Two fine calendars for 1923 also were in the delayed mails. One from the Forbes Lithograph Mfg. Co., Boston, is an office pictorial calendar, bearing a faithful reproduction of an oil painting portraying an exciting moment dear to the heart of every fisherman.

The other, from Carranza & Co., Inc., printers, New York, is adorned by a "Fair Santa Claus," which is reproduced from the popular painting of Frederick Duncan.

The following views on the outlook for 1923 were too late for inclusion in our Toilet Trades Survey:

#### Finds Foreign Competition Diminishing

F. T. Gordon, Secretary and Treasurer of the Western Laboratories, Inc., Chicago, Ill.: We are pleased to report business good and the outlook for the year exceptionally bright. Competition from foreign sources is getting less and our business on perfumes and toilet requisites is growing nicely.

#### Soap Business Advances in January

Chas, S. Pearce, Vice-President of the Palmolive Co., Milwaukee.: Present conditions seem to be about on a par with last year. As far as our own business is concerned, January 1923 will be considerably in advance of 1922.

#### Toilet Exposition Should Provide Impetus

Larkin Co., Inc. (J. A. Handy), Buffalo, N. Y.: We anticipate fairly good conditions, at least for the spring and summer. The National Perfumery, Toilet Articles and Soap Exposition, April 2 to 9, should provide an impetus to our business and be an excellent business proposition for you also, especially since it comes during convention week.

#### CUSTOMERS' NAMES NOT A TRADE SECRET

The courts often have had to pass on questions regarding the protection of employers from the use of technical or business secrets or other information gained by employees who afterwards become associated with competitors. The latest case to arise has just been adjudicated by the Maryland Court of Appeals, which holds that a business firm cannot restrain a former employee from soliciting the trade of complainants' customers for himself as a competitor. The court took the ground that violation of business secrecy was not involved necessarily, as any one could keep tabs on the movements of complainant's salesmen and make up a calling list. In the case at bar it was held that to restrain the former employee from calling on firms he had previously visited would oblige him to give up friends and acquaintances he had made in the trade and thereby tend to "destroy the freedom of employees and to reduce them to a condition of industrial servitude," The decision of course would not apply to other employees than salesmen, but it is interesting as showing the difficulties encountered in protecting one of the most valuable assets of a firm-its list of patrons.

#### INDEX FOR THE PERFUMER, VOLUME XVII.

The Index of Volume XVII of THE AMERICAN PER-FUMER & ESSENTIAL OIL REVIEW, which ends with this issue, will be printed and distributed separately to those of our readers who will send in their requests for copies.

## OUR ADVERTISERS

THE MERTZ AGENCY Advertising. Los Angeles and Chicago.

AMERICAN PERFUMER & ESSENTIAL OIL REVIEW, 14 Cliff Street, New York, N. Y.

Subject: Renewal Sierra Tale Contract.

Gentlemen: The 2-page inserts in two colors which we have placed in The American Perfumer & Es-SENTIAL OIL REVIEW for the Sierra Tale Co., of Los Angeles, have proven so resultful that we are authorized by our client to place another renewal order.

We felt that it was rather questionable whether we could produce the desired result by using THE AMER-ICAN PERFUMER, viz.: reach manufacturers of toilet preparations in such a way as to sell them on the use of this superior domestic tale in the face of the very keen foreign competition.

This order beginning our client's third year with you, is the best evidence that the advertising has been successful in accomplishing this rather difficult result and we are fully satisfied that our client will receive increasing returns as the cumulative effect of this campaign is felt.

Thanking you for the splendid co-operation that you have rendered at all stages of this work, we are,

Yours very truly,

THE MERTZ AGENCY, Advertising,

L. H. MERTZ.

#### HIST! ASTROLOGY IS "AGIN'" COSMETICS!

Apparently it is not enough that the serio-comic sensational supplements of the Sunday papers, the so-called Health Columns and the prohibitionists who have made the Nation bone dry and seek new fields to conquer, are trying to send cosmetics into the discard, for a new blow has fallen on the industry. The astrologers now are against the use of perfumery, face powder and lipsticks, as well as all of the dainty toilet preparations that are so dear to femininity. Here is the cruel death sentence in the Daily Horoscopes of the New York Marning Telegraph, whose theatrical readers, at least, both men and women, must have read the horoscope with proper horror:

"Women are to be lured away from the use of cosmetics, it is prognosticated, through the popularity of some new fashion and the introduction of a novel treatment of the skin."

Men actors, reading the horrorscope a second time to convince themselves they were not dreaming, must have breathed a sigh of relief on finding that only women were under the dire spell, although having misgivings that the sterner sex might be getting the worst of it through Astrology.

Meanwhile, the advertising pages of the Sunday supplements continue to exploit whole pages of the advantages of perfumery and cosmetics, so perhaps the astrologists have been looking through a reverse lense in their glasses.

# BABSON SURVEYS TRADE OPPORTUNITIES OF 1923

Roger W. Babson, the noted statistical expert and business observer, who is a regular contributor to this journal, has the following to say on the present conditions of trade and the probabilities for 1923:

"I have just completed my annual trip to some twentysix leading cities in the United States and Canada. The question I was asked most was 'When can we expect prosperity?' Many people are waiting for boom times and seem to feel that there will be no opportunities until such times come again. This is a great mistake. The concern or individual who can make money only during a boom is only about 3313% efficient. He is depending on a rise in

prices to make up for his own poor management,

"The truth is the biggest opportunities for bargains come during periods of readjustment. Then is the time when men of courage and constructive ability are most needed. Consequently the opportunities for reward then are greatest. This is the same fact that I urged so persistently during the dark days of 1921 and early 1922. Persons who had the courage to step in and buy have already made handsome profits.

"Today students are divided into two groups regarding the business outlook. One group believes that the improvement of the last few months will continue and that we now may be entering an extended period of prosperity. The other group, however, stands on the proposition that action and reaction in business are equal; in other words, that the present period of readjustment in business must be continued until it has compensated for the preceding period of over-expansion. I believe that those of the second group are right and the others are wrong.

#### How Some Great Fortunes are Made

"The opportunities worth while consist of more than scalping a speculative profit. Those parasites who wait for some one else to do the work and then try to climb on for the reward seldom make much money. The big fortunes are made by doing something which other people are afraid to do or do not want to do. This is why I say that there will be plenty of opportunities in 1923, although the readjustment area continues. The fact that we are now in the latter half of the readjustment means that those who get bargains today will have a shorter time to wait before general conditions are again in their favor.

"During December 2,000 business concerns in the United States and Canada went into bankruptcy; in the year 1922, 26,000 concerns went into bankruptcy. Out of this total of failures probably at least 50% represent opportunities to buy in a business when it is at its worst and to build it up to success. In our library are the names of about 44,000 concerns which have defaulted in the payment of their securities. These names actually exist, and the number which I give is more than an estimate. After analysis of these names I have made certain deductions, but these figures are estimates. Out of every thousand new concerns entering business 800 fail, reorganize, or change management at least once. Out of every thousand concerns entering business 200 fail or reorganize at least twice, while out of every thousand concerns entering business 50 will fail or reorganize three or more times. This suggests that one should be wary of new concerns and new securities, but it also means that existing concerns in trouble are very good bets.

"If the above estimates are correct these statistics show that 80% of the new concerns get into trouble, while only 25% of the reorganized concerns get into trouble. This especially applies in the case of securities, thus making the securities of reorganized companies very attractive. As a

large number of companies will be reorganized this year, the man who invests his money in 1923 in a factory, in a store, or in securities, stands a far better chance of winning than if he invested during a year of over-expansion.

"Persons should keep their eyes open for bargains in their own local communities. Instead of searching for opportunities away from home it may pay you to look over your local field first. Every investor should plan to place a part of his funds in his own home town. From experience I have learned that when proper care is taken in making such investments they are highly satisfactory.

#### Depression Can be Prevented

"There is a great deal of misunderstanding about the so-called business 'cycle.' The word has been caught up for lack of a better description of the alternating periods of over-expansion and depression. It not only is incorrect, but has led many to take a rather fatalistic attitude toward business. They seem to feel that they are bound to the wheel of revolving conditions. The idea that we must have periods of over-expansion and depression every few years is entirely untrue. In this sense there is no such thing as a business 'cycle.' It is as unreasonable as to say that a man must be well for a given length of time and then sick for a time. What we do know is that if one overworks and abuses his health, then he must undergo a period of sickness or rest to make up for his excesses. This is merely the application of Newton's Law of Action and Reaction. If, however, he has the good sense to work at his normal capacity and avoid excesses he does not have to suffer reactions.

reactions.

"The same applies to business. There is no circle of events through which business absolutely must pass. The trend of business depends upon what people do. When the majority try to get more than they give, over-expansion results, and this in turn demands contraction and readjustment. Moreover, history indicates that in every instance the reaction corresponds to the amount of previous over-expansion. If, however, there had been no over-expansion there would have been no need of readjustment. The way to prevent business depressions is to keep business at its normal rate of prosperity—in other words, prevent the inflation and over-expansion which make depressions necessary.

"The 'normal' prosperity of any nation depends upon the development of its resources and the efficiency of distribution. As these two factors are increased the people of that country can have more prosperity,—that is, they can have more of the comforts they desire. This, however, is the only way in which the real welfare of any people can be improved,—by producing more goods and distributing them with less waste. Still, when you look back over our business history, you see a continuous series of fluctuations above and below this line of 'normal' prosperity.

#### Time to Let Spring Contracts

"Persons who are planning new building this spring will do well to let contracts during the next few weeks. It is true that building materials are still high. Nevertheless, a large amount of new work is being planned, and it is doubtful if any better prices can be expected before the latter part of 1923. Figures show a very heavy amount of new construction under way. When the rush begins in April and May, prices are likely to be somewhat higher than at present. Moreover, contractors will have more work on their hands and will be less inclined to make terms. Eventually building costs will be very much lower than they are today. Within the next three to five years we should expect to see a reduction of at least 30% under present prices. Building, however, which must be started this spring should be contracted for without delay."

#### Interesting Henry Ford Note

It is evident that Henry Ford has not yet visited the Ford Agency which does business opposite the end of Queensboro Bridge in Long Island City. On one of the trucks in the display window are the words, "I, Greenbaum, Meats and Fine Poultry."—N. Y. Telegraph.

## BIG GROWTH OF OUR FOREIGN TOILET GOODS TRADE

Surprisingly Good Figures Shown for American Exports in 1922 and New Tables Given on Outside Expansion for Use of Manufacturers—Essential Oils Show Large Gains

Herewith is our Washington correspondent's extremely interesting review of American trade in exports for the entire calendar year 1922. While our readers are little interested in the figures on some other materials the review emphasizes, in making comparisons, the fact that our clients are not only leading but blazing the way to better and more business, which, as the Nation's progressive movement has become cumulative, is a strong sign of the times and an augury for still greater achievements in perfumery, cosmetics and toilet preparations. For those of our readers who would like to know about the distribution of our products in foreign countries the Bureau of Foreign and Domestic Commerce has issued recently an analysis for three months of the latter part of last year. We are printing the panorama of this trade for November, which is the latest and most comprehensive of the series.

WASHINGTON, Feb. 17.—Chemicals and allied products formed one of three commodity groups in which there were increased exports in 1922 over 1921. While the increase in the entire chemical group amounted to only 1.4 per cent, the increase in the case of perfumery and toilet waters, cosmetics and other toilet preparations amounted to about 33 per cent.

The aggregate value of exports of all chemicals for 1922 was \$106,101,562, as compared with \$104,639,941 in 1921.

Exports of perfumery and toilet waters, cosmetics and other toilet preparations were valued at \$6,309,400 in 1922, as against \$4,756,946 in 1921.

The Chemical Division of the Bureau of Foreign and Domestic Commerce in summarizing exports for 1922 analyzes exports of perfumery and toilet preparations as follows:

"Practically the whole world affords a market for American toilet preparations. The United Kingdom is America's best customer, with near-by Canada and Cuba proving their importance as markets for articles of this kind.

"Of this group dentifrices—and American dentifrices are quite generally conceded to be of superior quality—play a leading part, with sales to other countries totaling 4,026,935 pounds, valued at \$2,403,497, about one-half of which was sent to England, Scotland and Ireland. The Far East ranks next in importance, with Australia receiving 290,422 pounds, \$137,659; the Philippine Islands, 152,176 pounds, \$91,591; British India, 128,498 pounds, \$104,797; China, 124,824 pounds, \$73,079; Japan, 80,931 pounds, \$62,965; New Zealand, 68,913 pounds, \$40,570; Dutch East Indies, 59,124 pounds, \$38,568, and the Straits Settlements, 22,016 pounds, \$18,655. That Latin America is also a worth-while market is shown by the fact that Cuba took 165,989 pounds, \$117,067; Argentina, 118,278 pounds, \$106,537; Brazil, 112,594 pounds, \$74,816, and Chile, Peru and Mexico, each over 20,000 pounds. It is interesting to note that 70,000 pounds, valued at \$62,789, of dentifrices were sent to British South Africa, while considerable quantities were shipped to Europe—60,230 pounds, worth \$26,562, to the Netherlands alone.

"The Philippine Islands proved to be the largest consumer of American talcum and other toilet powders in 1922, having received 927.924 pounds, valued at \$248,220, out of the 3,652,604 pounds, worth \$1,397,674, shipped to all countries. On a value basis the United Kingdom ranked next with \$408,252 and Australia third with \$189,454, but this order is reversed when quantities are considered—respectively 408,252 and 474,014 pounds; British South Africa was fourth, with 316,347 pounds, \$136,967; Cuba fifth, with 286,624 pounds, \$102,341, and Canada sixth, with 247,013 pounds,

\$97,472. Japan, Argentina, New Zealand and Jamaica all received shipments of talcum exceeding \$20,000 in value.

"The United Kingdom leads among buyers of American creams, rouges and other cosmetics, taking nearly one-fourth of the 1922 total shipments of 2,071,263 pounds, valued at \$966,133. Canada was second, with 299,486 pounds, worth \$170,681, and Japan third, with 288,905 pounds, worth \$165,-233. Australia (110,285 pounds, \$58,163), Cuba (79,999 pounds, \$57,711) and Argentina (116,823 pounds, \$55,688), were other important purchasers in 1922.

"No single country stands out preeminently as a buyer of American perfumery and toilet waters, sales being quite generally distributed throughout the world. A study of the relation to value of sales to the several countries indicates that certain grades of perfumery and toilet waters are more suitable in some markets than in others. Relatively cheaper grades are more in demand in British West Africa (which received 59,132 pounds, valued at only \$14,359, in 1922), Cuba (57,275 pounds, \$39,139), and the Straits Settlements (55,214 pounds, \$13,424); while the better qualities are required in Canada (which took 28,110 pounds, valued at \$39,014, in 1922), the United Kingdom (59,582 pounds, \$37,940) and Australia (44,248 pounds, \$39,044). Total exports of this class for 1922 amounted to 726,489 pounds, valued at \$504,167."

Exports of essential oils which are not classified with chemicals and allied products, but under the heading of "Other Vegetable Products" increased during 1922. A comparison of essential oil exports is included in the following paragraph from the Bureau of Foreign and Domestic Commerce summary:

"A 10 per cent increase over 1921 is recorded for crude drugs, essential oils, and dyeing and tanning materials, the total value rising from \$5,888,577 to \$6,451,422. Ginseng is the most important commodity of this class, constituting approximately one-third of the total, or \$2,334,993 (representing 202,722 pounds), in 1922. Sales of peppermint oils exceeded those of 1921 by 23,698 pounds and \$34,029, the total for 1922 being 128,606 pounds, valued at \$298,743; and sales of other essential oils, by \$52,838, with a 1922 total of \$585,072. Exports of logwood extract dropped from \$589,756 to \$448,713, and of other dye extracts from \$1,203,155 to \$459,861."

The total value of exports of all kinds of merchandise during the calendar year 1922 was \$3,831,516,735 as against \$4,485,083,356 during the calendar year 1921. Although a decrease from the previous year, the 1922 total constituted a considerable increase over the pre-war year of 1913 when exports were valued at \$2,484,018,292. Figures relative to imports for the year 1922 have not as yet been made public.

#### Soap Trade Statistics on Exports for 1922

Soap exports for the year 1922 complete make a remarkable showing, in a way, which seems to indicate that the industry again is on the high road. The totals for the twelve months are as follows: Toilet or fancy soaps, \$2,869,007; laundry soap, \$4,694,406; other soap, \$1,349.697; total, \$8,913,110. This is \$124,175 less than the 1921 total of \$9,037,285.

There are some curious points in the soap end and they seem to indicate that the balance has turned toward this country's industries. In November, 1922, the total exports showed a gain of \$124,717 over the 1921 returns. In December 1922, the export gains were \$154,282, the figures being: 1921, \$708.817; 1922, \$860,099. These two months helped to raise the result.

#### Perfumery Exports Segregated for the First Time

The Bureau of Foreign and Domestic Commerce began in January a year ago to separate some of the export items that had been grouped previously under the general heading of perfumery, cosmetics, etc., and since then, on new exports,

it has been possible to separate some of the chief items, but not until now, when the new system has been working for a full year, have comparisons been possible. Under the new arrangement detailed statements are available showing the distribution of the exports by countries. These statements for September, October and November have come out practically at the same time. While there are many minor differences in them the November survey is freshest and quite as much informative as the others. At the end of the table which we are printing herewith for November will be found the totals for October and September for comparative purposes. The full tables can be seen for September and October at this office.

The export statistics for November are as follows:

THE EXPORT STATISTIC				OHOWS.	0.1
Per	riumery and d toilet		and other	Den-	Other toilet prepa-
Countries	tualers.		cosmetics	tifrices	rations
Belgium			\$853	111111	\$882
Czechoslovakia		\$256	300	\$165	1 226
Denmark	\$30	1,6	280 343	5,280	1,335
France Iceland and Faroe Is	130	170	21	65	1,340
Netherlands	40	202	104	1,117	891
Norway			315		1,504
Spa.n	579	91	38	1,367	61
Sweden					1,108
Switzerland	* * * * * * *	26 44 9	06.446	400	723
En land	3,717	26,461	26,447	66,183	8,009
Ireland		1,918	* * * * * *	9,906	
Ireland	78	378	487	7,700	725
Quebec and Ont	2,609	7,259	13,554	3,061	1,866
Prairie Prov.	476	318	2,928	137	5,588
Br. Col and Yukon	43 470	617	973	316	1,001
British Honduras	477	104	78	51 18	57 25
Guatemala	65	159	111	674	352
Honduras	3,165	1.025	94	545	582
Nicaragua	169	441	21	192	169
Panama	1,785	1.210	1,090	1,648	2,472
Salvador	57		21		14
Mexico Newfoundland and Lab.	1,108	1.674	2,402	884 267	3,005
Bermuda	1,065	322	1,046 N2	85	122 266
Barbados	855	404	22	173	8
		1.794	265	1,928	355
Trinidad and Tobago. Other Brit. W. Ind	857	1,951	170	521	514
Other Brit. W. Ind	1,368	545	48	200	274
Cuba	4,104	12,544	6,029	9,228	6,941
Dominican Republic Dutch West Indies	79 97	146 131	151	627 72	716 135
Han	44	213	5.2	461	63
Virgin Is. of U. S		83		24	194
Argentina		6,568	3,126	6,677	3,562
Ilelivia		382	147	763	120
Brazil		784	44	6,889	71
Chile	920	486 1.113	71	2,431	258 2,477
Ecaador		474	3.561	657	1,936
British Guiana		1,218		176	226
Dutch Guiana					
Peru	5,409	3,076	389	2.623	1,113
Cruguay		804		234	752
Venezuela	218	563	207	609	264
British India	560	1,348	248	9,498	471
Cevlon		452		134	60
Straits Settlements	2,953	385	68	2,715	. 616
Other British E. Indies	5				
China		2,493		5,499	1,206
Other Dutch E. Indies	30	1.29		1 1 0 9 0 0	
Hough ng	1,212	1,630		8.056	632
Latente	5,972			6.385	4,916
Philippine Islands		10,430		10,124	2,786
Siam		245		24	*****
Australia		6,481		14,421	3,629
British Oceania		289		20	225
French Oceania				9,485	2,010
Brutsh W. Africa	1.752	80		47	200
British So. Africa	77.2	3,797	289	2,407	1,974
British E Africa				120	
Canary Islands	156			21111	1,943
Egypt Nameh Africa	5 3rl 2e	8.3		510	205
Other French Africa.	. 13				
Po tagnese F. Africa				48	
November total	. \$56,574	5111.485	\$121,827 93,548	\$210,713	\$40,244
October total September total .	. 62,444	14.2.84	93,548	227,813	97,727
represent that .	42,461	67,200	66,668	289,417	127,165

#### New Senator Wants Fewer and Simpler Laws

Dr. Royal S. Copeland, the new United States Senator from New York State, says there are too many laws. "Don't make any more unless you just have to," said he. "then make them as simple as possible."

#### CUBA FINE FIELD FOR EXPLOITING OUR PERFUMERY AND COSMETICS

The use of powders, rouges, creams, and other first aids to beauty is practically universal in Cuba, says Harriet Williams, of the American trade commissioner's office in Cuba, and who being a woman should know what she is talking about. The market for these commodities in Cuba is excellent, says Miss Williams in a report to the Department of Commerce, but the Cuban public has been so long accustomed to French toilet accessories that considerable adver-tising will have to be done to wean Cuban women away from their inherited preference for the productions of Paris. Already America has overcome France in the matter of fine soap, but in the matter of perfumery and cosmetics France still holds the palm, or more accurately, the face, in the Cuban trade.

Practically all the face powder sold is white, though Miss Williams states that some brunette powder is consumed, conformably to the natural Cuban complexion. Pink powder is not wanted at all. The popular French powder is composed of oxide of zinc, kaolin, talc powder, carbonate of magnesia, and rice powder with a superior element of fragrance mixed in. The French powders are beautifully boxed; some are put up in crystal containers. The demand for some are put up in crystal containers. called liquid powders is large and constant. These preparations are the customary mixtures of glycerin or witch-hazel and rose water, with carbonate of chalk, carbonate of magnesia, and oxide of zinc.

Of rouge all types are sold, but the cake form is the most The shades are the same as in the United States; popular. in the cheaper grades a light brilliant rouge color is pre-

in the cheaper grades a light brilliant rouge color is pre-ferred. Some liquid lip rouge is sold. Lip sticks and eye-brow pencils are the same as in the United States. The best known cream is a French glycerin preparation which has been on the market many years. It is under-stood to consist of powdered arrow-root, glycerin, rose water, pulverized oxide of zinc, tincture of benzoin, and tincture of panama.

There is a wide range of makes and odors of perfumes and toilet waters, the preference being, apparently, for chypre, amber, and other heavier oriental types. The so-called medicated soaps are sold, especially borated.

and other sorts designed to correct oiliness of the skin which the warm climate of Cuba induces. Highly perfumed French soaps sell well, but are less popular than American medicated cleansers. Liquid shainpoo soap and French shampoo powder have a considerable sale.

Every kind of tooth paste and powder is seen on the mar-

ket. American makes predominating.

The use of pomades and brilliantines for the hair is more common than in the United States. The French brilliantines with a vaseline base predominate. The prevailing hair water is eau de quinine.

Imports of perfumery and essences into Cuba amount to a little over \$2,000,000 a year in value, and of soap to over \$2,200,000. Imports from the United States in eleven months of 1922 have been as follows:

Perfumery and toilet waters, \$53,059; talcum and other powders, \$270,304; creams, rouges, etc., \$74,093; dentrifices, \$156,815; other toilet preparations, \$85,321; soap, \$291,966.

The best way to increase sales, Miss Williams says, is

through the medium of one of the large beauty parlors. where an effort would be made to interest the customers in new articles. Some of the recent American novelties would certainly meet with success if properly introduced, she thinks.

Under paragraph 105 (b) and (c) of the Cuban tariff. duty on the ordinary grade of toilet soap is led at the rate of \$9.10 per 100 kilos (kilo = 2.2046 pounds), while on the finer grades of soaps, including the perfumed and medicinal varieties, the duty is \$15.60 per 100 kilos.

Perfumery, essences, etc., are assessed under paragraph 106 as follows: Merchandise the value of which is less than \$1.25 per kilo = \$0.195 per kilo; merchandise exceeding \$1.25 per kilo in value \$0.195 per kilo plus 19½ per cent ad

The cases containing essences, soaps, etc., are valued as follows under paragraph 306. Those made of fine woods or leather, lined with silk and similar materials-\$0.78 per kilo; cases made of common wood, cardboard, reeds -\$0.208 per kilo.

# CONGRESS ENDING. TARIFF AND ALIENS ARE ON TAPIS

Slow Work Getting Action on Definition of Competition—Bureau of Raw Materials Gets Busy for Soap Industry—Conference on Containers—Trade Board Is Active.

Washington, Pebruary 17.—Legislation providing for the partial return of alien properly is hanging fire in Congress during the closing weeks of its session, which ends on March 4. The Winslow bill as reported to the House from the committee on interstate and foreign commerce centains a new provision providing for the return to the original owners of all patents held by the Alien Property Custodian except those which have been licensed or sold or are involved in litigation in which the government is a party. It is estimated that about 7,000 patents would be returned under this provision. It would not apply to the dye and chemical patents sold by the Alien Property Custodian to the Chemical Foundation and which are involved in litigation or to those that have been sold or assigned to the War and Navy Departments.

The original Winslow bill provided that none of the patents seized from former enemy alien owners should be returned at this time. There was a sentiment in the committee for returning a greater amount of property, and this was one of the amendments made to the original bill.

The section of the bill relating to the return of patents is as follows:

"Subsection (g) and paragraphs (9) and (10) of subsection (b) of this section shall not apply to any patent, trade mark, print, label, copyright, or right therein or claim thereto, conveyed, transferred, assigned, or delivered to the Alien Property Custodian, or seized by him, or to the proceeds received from the sale, license, or other disposition of any such patent, trade mark, print, label, copyright, or right therein or claim thereto; but the Alien Property Custodian is authorized and directed to return to the person entitled thereto, whether or not an enemy or ally of enemy and regardless of the value, any patent, trade mark, print, label, copyright, or right therein or claim thereto, which has been conveyed, transferred, assigned or delivered to the Alien Property Custodian, or seized by him, and which (1) has not been sold, licensed, or otherwise disposed of under the provisions of this Act, and (2) is not involved (at the time this subsection takes effect) in litigation in which the United States, or any agency thereof, is a party,"

#### Would Return Large Sums to Aliens

The bill as reported to the House provides for the return to the former owners of all property of the value of \$10,000 and for the return of a like sum to the owners of trusts whose value exceeds \$10,000. There are approximately 28,000 trusts held by the Alien Property Custodian valued at less than \$10,000. It is estimated that the total amount to be returned on this authority would approximate \$45,000,000.

A new provision of the bill is that on and after passage of the act any income accruing to the various trusts would be remitted by the Custodian to the former owners or their beneficiaries. It is estimated that this would mean the payment to the former owners of nearly \$15,000,000 annually.

Another new provision permits partnerships or associations to acquire property if their principal place of business is outside of Germany, Austria, or Hungary and the majority of their stock is not owned by individuals of German, Austrian or Hungarian nationality. This includes certain banks and corporations in these nations which formerly

were part of the Austria-Hungarian Empire and those portions of Germany which are Polish or Danish territory or Alsace-Lorraine in the French territory.

The bill prohibits fugitives from justice from obtaining the return of their property. This is aimed at Grover C. Bergdoll, whose property was seized by the present Custodian. The bill expands the power of the Custodian in deciding expatriation claims. This relates to nationalized Americans who were caught in Germany or Austria at the outset of the war and whose property was seized and who have not given satisfactory explanation to the State Department that they did not expatriate themselves.

Four Democratic members of the committee on interstate and foreign commerce filed a minority report urging the return of all alien property at once. This minority group, headed by Representative Rayburn of Texas, contended that it is contrary to precedent of international law to retain private property as a guaranty of claims against a foreign government. The bill approved by the majority retains the bulk of the property as a guaranty of the payment of the claims which are to be adjudicated by the Mixed Claims Commission.

Although the Administration is supporting the Winslow bill, it is doubtful if it can be enacted into law at this session of Congress. While the bill is scheduled for passage in the House the Senate calendar is so congested that there is little likelihood of action in the upper branch of Congress.

#### Tariff Commission's Work Delayed

Owing to the illness of one of the members and the absence of another the Tariff Commission has been delayed in its investigation under the flexible provisions of the new tariff law. The commission now has eight or ten cases in readiness for field investigations. All of these cases relate to commodities in the chemical schedule of the tariff law. The tentative program is to go ahead with field investigations of these cases and defer public announcement of their nature until after the public hearing stage is reached.

It had been expected that announcements would be made

It had been expected that announcements would be made before this time of the date of public hearings on the first cases of this character. The disposition of the members of the commission now is to have investigators for the commission spend a month or six weeks in gathering full data before the cases are docketed for public hearings.

Reasons given for keeping the cases under cover as long as possible are that by so doing the industries under investigation will be less subject to business disturbance, and if it is ascertained that it is evident that no changes in daties are warranted the cases can be dropped without public attention being given to them at all.

Members of the commission complain that they have not received proper support from other branches of the government. Not only was there a delay in obtaining needed funds from Congress, but the amount granted was not considered adequate. Furthermore, the public buildings commission has delayed for many months action upon an urgent request for additional space for the offices for the commission. As yet no hearing room is available. The investigations also have been delayed because of a lack of quarters for the investigating staff.

## Split on Definition of "Competition"

Conferences have been in progress for several weeks relative to new regulations applying to the coal tar product provisions of the tariff law. It was found impossible for importers and manufacturers to agree upon lists of competitive and non-competitive dyes for use in administering the provision of the law, which imposes duties on coal tar products on the basis of the American selling price with a proviso that where there is no similar competitive article manufactured in the United States then the duty is taken on the United States value, less production, transportation charges, etc. The importers produced such a list but the manufacturers declared that there was such a difference of

opinion as to what constituted competitiveness that they would not attempt it and that the Treasury Department should promulgate a regulation carrying into effect its construction of the law and especially the facts necessary to constitute competitiveness,

Tentative drafts of the new regulations have been prepared by John J. Donnelly, special deputy appraiser of merchandise at the port of New York, who has consulted with Ernest W. Camp, chief of the Customs Division, and other officials of the Treasury Department.

Besides dealing with the question of competitive and noncompetitive articles the new regulations will contain various definitions and instructions for the guidance of customs officials. The appraisers will have wide authority in determining the value of dyes. The question as to whether a dye is competitive or non-competitive is important in de-

termining the value.

The Department of Commerce has issued the first of a series of monthly tabulations of imports of dyes through the port of New York. The first statement shows that during January dyes totaled more than 179,309 pounds, valued at \$185,544. The list gives the character of the dye, the amount imported, and the foreign manufacturer. It is expected that the monthly service, which has been arranged by the Chemical Division of the Bureau of Foreign and Domestic Commerce in collaboration with the Chemical Section of the Tariff Commission, will be of great value to the industry.

#### Olive Oil Foots Ruling is Held Up

The Treasury Department has withdrawn temporarily a ruling that imports of olive oil foots are dutiable following protest by soap manufacturers who use this material. Olive oil foots always have been imported duty free, and it was definitely understood at the time of the consideration of the new tariff law that the product would be continued on the free list under paragraph 1,632 relating to "olive oil rendered unfit for use as food or for any but mechanical or manufacturing purposes" Customs officials, however, ruled that a 10 per cent duty should be applied under paragraph 1,457 relating to "Waste not specially provided for." Representatives of the Bureau of Raw Materials for American Vegetable Oils and Fats Industries appeared before customs officials to protest against the ruling and as a result further consideration is being given to the question.

#### Bureau of Raw Materials Busy

The Bureau of Raw Materials has urged the Department of State and Department of Commerce to do everything possible to obtain favorable consideration by the Spanish government for American products. It is stated that enormous increases in duty on products of vegetable oil indus-tries which are shipped to Spain from the United States will become effective when the commercial treaty between Spain and the United States expires next November under an announcement by the Spanish government on November 5, 1922. These increases in duties will range from 100 to 300 per cent. The duty on cottonseed oil will be increased by 200 per cent and on certain classes of soaps by 300 per cent.

The Bureau of Raw Materials also has been closely watching the situation relative to increased duties imposed by Mexico on soap which will become effective in December. The Bureau has received word that petitions have been addressed to President Obregon by the Mexican soap makers requesting a further increase in duty to double the former rate. American exports of soap to Mexico have amounted to as much as 50,000,000 pounds

in favorable years.

#### Conference on Uniformity of Containers

As a result of a conference held under the auspices of the Division of Simplified Practice of the Department of Commerce surveys are being made with a view to determining the feasibility of elimination of varieties and sizes of glass, metal, paper and wood containers. Among the 100 manufacturers, distributors and users of containers who participated in the conference were representatives of the Flavoring Extract Manufacturers' Association of the United States, the Glass Containers' Association, the American Specialty Manufacturers' Association, the National Distributors'

Association, and others interested in the subject. The result of the various surveys is to be reported back to the Department of Commerce through standing committees appointed to deal with the four major groups of containers.

The committee dealing with glass containers is headed by I. T. Jennings, of Peoria, Ill., of the Glass Containers' Association. This committee will send out questionnaires to various national associations and others interested in the production and distribution of glass containers. A. L. Wilson, of Chicago, is head of the wood container committee. Soap is among the commodities shipped in wood containers which is involved in the study to be made. J. P. Dowling, of Chicago, is head of the committee on paper and fiber containers, while H. A. Baker, of the American Can Company, is head of the metal container committee.

#### Perfume Atomizers Ruled to be Taxable

Deputy Internal Revenue Commissioner A. C. Holden, head of the sales tax unit of the Internal Revenue Bureau, recently ruled that certain perfume atomizers ornamented, mounted or fitted with precious metals or imitations thereof, or ivory, when equipped with tops of gold or imitations thereof, are taxable under section 905 of the Revenue Act of 1921 when sold by or for a dealer or his estate for consumption or use at 5 per cent of the amount for which so sold.

#### Consular Bill Has a Chance to Pass

The Senate Committee on Foreign Relations has reported favorably the foreign service bill which was passed recently by the House without amendments, and its sponsors hope to obtain action before the end of the session. Under the bill the diplomatic and consular services would be con-solidated into a single foreign service and better salaries would be provided. President Harding and the State Department have approved the bill.

#### Federal Trade Board's Work

Federal Trade Commission reports on February 1 as having served a formal complaint of charges of false and misleading advertising on the Sizz Chemical Co., Inc., et al., St. Louis, cleansing compounds.

A misbranding complaint was served on Hyman & Zaslar, New York City, toilet articles. For alleged boycott on soap products, a complaint was served on the Pennsylvania, New Jersey & Delaware Wholesale Grocers' Association.

An order to cease and desist from disparagement of a competitor's goods was issued against John Bene & Sons, Inc., Brooklyn, N. Y., hydrogen peroxide. A complaint against H. A. Metz & Co., New York City, was dismissed.

#### Parcel Post Between the United States and Mexico

Effective February 1, 1925, parcel-post packages received in Mexico from the United States, or vice versa, which are forwarded to another post office in the country of address. will be subject to an additional postage charge at the rate applicable to the domestic service of the country, pursuant to an agreement with the postal administration of Mexico. This charge is to be collected from the addressee unless prepaid, and is in addition to the delivery fee.

The Mexican Government also now imposes a charge of 50 per cent (instead of 25 per cent as formerly) on all mer-chandise imported into Mexico and 25 per cent on all merchandise exported from Mexico by parcel post over the regular tariff rates charged on the merchandise involved.

#### Indian Essential Oils Offered

A distiller of essential oils of various kinds in Mysore State, India, is desirous of getting in touch with American importers and manufacturers using these oils, particularly eugenol and thymol. Interested firms may obtain further information upon application to the Chemical Division, Bureau of Foreign and Domestic Commerce, Washington, D. C., mentioning the No. 6433.

#### Beeswax Imports and Exports

Imports of beeswax into the United States during the By far the largest supply came from Portugal, 1,151,109 pounds. Exports were 103,475 pounds during the same period, mostly to Canada, which bought to 0.843 pounds.

## SECRECY IN ALCOHOL RULE REVISION IS CRITICIZED

Legitimate Industrial Interests Do Not Understand the Mystery Which Enshrouds the Prohibition Unit's Policy— Crounse and Brokmeyer Issue Important Statements

Washington, February 17.—Alcohol-using industries are somewhat concerned over a pending revision of regulations No. 60 relating to the use of non-beverage alcohol. A circular sent out by Acting Prohibition Commissioner James E. Jones late in January announced that such a revision was in progress and invited suggestions for changes from representatives of the different associations interested in the subject and also from prohibition enforcement officers throughout the country. Such suggestions were to be submitted in writing to the prohibition commissioner not later than February 15. The formal notice was as follows:

"A draft of a revision of Regulations 60 has been made in the division of interpretation of the office of counsel, in which draft are incorporated all additions or amendments to the regulations as originally issued. Request has been made by the representatives of certain permittees to be permitted to make suggestions in connection with the proposed revision of the regulations. Suggestions in writing recommending specific proposals for change with reasons therefor will be welcomed by the office and should be submitted at the earliest possible date. To receive adequate consideration such suggestions should be addressed to 'Prohibition Commissioner, Washington, D. C., attention Division of Interpretation' and be received in the office not later than February 15, 1923."

Officials of the prohibition unit in response to inquiries as to the scope of the revision declare that no radical changes are contemplated and that the purpose is chiefly to codify the present regulations, amendments, and rulings into a single comprehensive document. There has been no general codification of the regulations since the issuance of regulations No. 60 about three years ago, and the situation has become somewhat confusing as a result of the numerous amendments and rulings made since that time. Prohibition officials seek to minimize any talk that special significance is to be attached to the codification of outstanding regulations.

#### Tightening of Screws on Industry Is Feared

The notice, however, did not limit the scope of the revision, and there is a fear on the part of the industries using alcohol that this occasion may be seized upon to "tighten the screws" upon the legitimate users of alcohol. It is recognized that there is a distinct tendency on the part of the prohibition enforcement officials to tighten the regulations applying to the use of industrial alcohol.

According to the notice sent out by the prohibition commissioner the revision affects only regulations No. 60 applying to pure alcohol used for non-beverage purposes, and does not include any revision of regulations No. 61 relating to denatured alcohol.

It is the expectation that the promulgation of the new regulations will be delayed for probably two months while the numerous suggestions submitted by enforcement officials of the various states and by others are receiving consideration.

The question of submitting suggestions has been under consideration by the various organizations whose members use industrial alcohol. In general, these organizations have not attempted to submit suggestions of an important character, but have requested that before the new regulations

are issued an opportunity be given to the interested industries to comment upon them. Officials of the division of interpretation of the probibition unit have refused to furnish copies of the tentative revised regulations as thus far prepared, informing the various organizations that criticism should be made with existing regulations as the basis.

#### Revision Is Being Done in Secrecy

Thus far no assurance has been given that there will be an opportunity to examine the final draft of the new regulations before their promulgation. No hearings are in prospect during the consideration of the new regulations.

A letter sent by E. C. Brokmeyer, general attorney for the National Association of Retail Druggists, to Secretary of the Treasury Mellon urging an opportunity to examine the new regulations in advance of their promulgation reflects the view of the different groups of alcohol users.

Mr. Brokmeyer's letter follows in part:

"A request that this association be favored with a copy of the draft of the revision of Regulations 60 prepared by the division of interpretation in order that an opportunity be afforded to address criticism to this particular draft was met with the suggestion by Judge Britt that this association use existing regulations as a basis for its criticism. This has been done ever since Regulations 60 were promulgated and even when Regulations 60 were in process of making. Former Commissioner Kramer was considerate enough to furnish the organized drug trade and pharmacy with a tentative draft of these regulations for criticism. Although the department did not see fit at the time to adopt all of the suggestions of the trade and profession, it did avail itself of much of the practical experience, information and advice proffered at the time. This policy of co-operation naturally tended to and did promote law enforcement.

"The tendency, however, under the present administration, has been in the other direction. There seems to be more and more of a disposition to ignore the constitutional rights of users of alcohol and other liquor for medicinal and industrial purposes and impose greater restrictions even in the face of persistent protests of legitimate interests.

in the face of persistent protests of legitimate interests.

"These interests have had experience with the prohibition unit in the revision of various provisions of Regulations 60. You probably are aware of the revision of the bond regulations. This extended over a period of more than six months. Innumerable conferences were held. Briefs galore were submitted. While the final result furnished some relief, it was in the form of an alternative proposition and has not given satisfaction. Similar experience was had with the revision of those provisions of Regulations 60 governing the dispensing of medicinal preparations containing potable spirits unfit for beverage purposes upon physicians' prescriptions. The prohibition unit was shown how this provision of the regulations violated the National Prohibition Act, which expressly exempts such preparations, but the illegal provision remains in Regulations 60.

"If your department really desires to co-operate with the legitimate business and professional interests affected, and treat the public served by those interests as the public deserves to be treated, it will furnish those who are invited to criticise with a draft of the revision of Regulations referred to in Prohibition Circular No. 165. Not only did the preceding administration seek and avail itself of the co-operation of these interests in drafting Regulations 60, but Congress accepted their assistance and utilized their suggestions in enacting the National Prohibition Act, as well as the Harrison Narcotic Act. In view of this unquestionable experience we think we have a right to expect sincere co-operation on the part of the present administration."

#### Crounse Issues Warning on Permits

W. L. Crounse, Washington representative of the National Wholesale Druggists Association, has sent out to members a memorandum relative to an inspection by field agents of

the plants and records of all manufacturers using nonbeverage alcohol. The inspection, he states, will consist not only of a general survey of the manufacturing plants, but an examination of records to determine whether a manufacturer has all the permits required by law and whether he has complied with regulations concerning reports on alcohol received by him. Embarrassment has been caused to some of the members of the association, it is stated, by the fact that prohibition officials in connection with inspections in progress have sent to local field agents all the papers on file at Washington concerning manufactur-ers whose establishments are to be inspected. Pending the return of these papers to Washington it has been difficult to obtain action on applications for permits,

Mr. Crounse calls attention also to information received to the effect that a number of concerns holding permits to manufacture U. S. P. and N. F. preparations have been making other products, chiefly flavoring extracts and soda fountain specialties, upon the assumption that these products are covered by the U.S. Pharmacopoeia or National Formulary. The confusion has been due, according to Mr. Crounse, to the fact that in the revision of the Pharma-

copoeia in 1900 and 1910 certain of the products were eliminated, and pharmacists and chemists of the old school in some cases are still under the impression that the products in question are still official. The manufacturers, therefore, are advised to check up the products they are making to determine whether they are using non-beverage alcohol in the production of unofficial preparations without the protection of a special permit. Supplemental permits may be obtained under which the goods not embraced in the U. S. P. or N. F. may be manufactured. In case it is found that unofficial preparations are being manufactured without supplemental permits during the course of inspec-tion by prohibition field agents, the manufacturers are advised to make application immediately to the local prohibition director for the necessary supplemental permit regardless of any proceeding that may be threatened by field agents or prohibition directors on account of previous failure to obtain the permit. In making application, Mr. Crounse says that it should be accompanied by a letter to the pro-In making application, Mr. Crounse hibition director stating that the goods in question had been made without a special permit, but in good faith, upon the assumption that needed permits had been obtained.

#### AFFECTING OUR INDUSTRIES NEW BATCH OF BAD BILLS

A fresh wave of proposed iniquitous legislation born partly of the hysteria over prohibition "enforcement" and partly from the bucket shop frauds which startled the country within the last year, is sweeping the country. In its wake, this legislation has not only been proposed, but is actually in danger of becoming law in a number of states and will be decidedly harmful to the perfumery, cosmetics, flavoring extracts and allied industries.

For example: In South Carolina, House Bill No. 40 regulates the sale of drugs and preparations, including per-fumes and toilet articles containing alcohol. Section 2 of fumes and toilet articles containing alcohol. this law makes it unlawful for any person, firm or corporation to sell or offer for sale any medicines or toilet preparation or any other preparation whatsoever containing alcohol to be used as a beverage. It is also provided in Section 3 that every dealer handling flavoring extracts, toilet articles or medicinal preparations containing alcohol must obtain a Section 4 of the bill would license and pay a fee of \$15.

require each dealer to put up a bond of \$1,000.

Thomas J. Hickey, of Lannen & Hickey, counsel for the Flavoring Extract Manufacturers' Association, pointed out that it is very necessary that this bill be defeated.

In Missouri, Senate Bill 124 is felt to be vital to the flavoring extract husiness as Section 9 of the bill mount.

ing extract business as Section 9 of the bill would prohibit the sale of many soft drink flavors and syrups, as well as The iniquitous feature of the many medicinal preparations. bill is that it is unlawful for any person to sell or offer for sale any extract, essence or tincture, or other extract purported to be manufactured for use as a flavoring extract which shall contain more than 10% by volume of alcohol.

In Washington State, House Bill 44 is in effect a bill which should have the attention of manufacturers of antiseptics, disinfectants, washes and similar products. bill gives a new definition of drugs, expanding the word so as to include among many other things, perfumes and cos-metics. Therefore, if this bill finally becomes a law, manufacturers of perfumes, cosmetics, etc., will find themselves subject to all of the exasperating rules and regulations governing the sale of drugs and medicines.

In North Carolina, Senate Bill 116 places the control of drugs and pharmaceutical preparations in a board of pharmacy. The bill is not regarded as very serious.

In Texas, House Bill 253 makes it unlawful to manufacture or sell any toilet preparation or flavoring extract containing 2% or more of alcohol by volume except on a prescription of a licensed physician.

In Kansas, Senate Bill 47 and House Bill 73 generally restricts the sale of many cosmetics to registered pharmacists

In North Dakota, Senate Bill 371 takes up a number of matters which directly affect the flavoring extract industry. An analysis of the bill has been made by Thomas J. Hickey, counsel for the Flavoring Extract Manufacturers' Association, in which various jokers are pointed out. It is impossible to analyze the bill within the scope of this article.

In Alabama, House Bill 248 imposes a sales tax on soft

drinks of 1c on each 5c sale.

In New York, House Bill 354 amends the penal law in relation to careless distribution of medicines, drugs and chemicals. This bill as drawn would have prevented the distribution of tooth paste and kindred articles. Section 1747 reads in part as follows:

"Any person, firm, or corporation, who distributes, or causes to be distributed, any free or trial samples of any medicines, drug, salve, ointment or other chemical compound for human internal or external use by giving away, leaving the same exposed on the ground, sidewalk, porch, doorway. letter Boxes, or in any other manner, shall be guilty of misdemeanor punishable by a fine not exceeding \$25 for each offense, but this section shall not apply to the delivery and distribution of samples of such substances to the trade or to physicians by manufacturers or wholesale dealers.

The effect of this bill would make it illegal to sample any one except physicians or the trade with tooth paste, salves, etc. Through the prompt action of George H. Neidlinger. president of the Peerless Tube Co., Assemblyman Robert R Livingston, who introduced the bill, was persuaded to amend the bill so as to remove the objectionable features.

Up to the time of going to press, none of the bills was in immediate danger of being passed. In a number of instances they had not even reached the second reading in the assemblies. The Proprietary Association, the National Wholesale Druggists Association, the Flavoring Extract Manufacturers Association, and the American Manufacturers of Toilet Articles have been active in protecting the interests of their members.

The American Manufacturers of Toilet Articles, in particular, have taken a firm stand in opposition to the so-called State Trade Commission Bill, assembly 202 and senate 118. and on January 26 the executive committee adopted resolutions advocating vigorous opposition to the bill. The most serious faults found with the bill have been pointed out by the Merchants' Association of New York.

This bill, which may become a law, according to the association analysis, would subject every corporation deing any business within this State, whether or not it belongs to any combination or association, to supervisory and investi-gatorial control by a proposed State Department of Trade and Commerce of practically unlimited jurisdiction and power.

This proposed State Trade Commission, and every member, officer or employee to whom the Commission may delegate these unprecedented powers, may exercise them in any way that it, they or he finds convenient to "aid in the prom tion, development and improvement of the business of manufacturing, producing, storing, marketing, transporting, and distributing articles and communities in general use." "investigate the cost of such printer and ammodities and the supply and selling price there's

## IS A NEW PERIOD OF INFLATION IN SIGHT?\*

GEORGE E. ROBERTS, Chairman Advisory Committee, American Chamber of Economics, Inc., Outlines Sound Basis for Prosperity in Timely Survey of Nation's Trade and Resources.

There is considerable discussion and difference of opinion as to whether another period of credit inflation and rising prices is under way or in sight. The prices of many commodities are tending upward, wage advances signify higher industrial costs, and the volume of bank loans is now increasing. These signs may indicate nothing more than recovery from depressed conditions, but when such developments run far enough they are symptoms of inflation. What is the difference between legitimate and wholesome expansion and the unhealthful state which is called inflation?

It is a familiar fact that the course of business, instead of running evenly and steadily year after year, tends to run in cycles, with greater confidence and activity in some years than in others. The actual difference in the volume of production between good years and bad is not so much as might be thought, but the fluctuations are sufficient to cause an important amount of unemployment in the bad years, and to seriously affect prices and profits. During a period of falling prices and depression, consumers economize and postpone expenditures, dealers hold off from purchases, so that the amount of buying falls below normal, that is, below the average of their purchases one year with another. While this situation exists an accumulation of wants is being made. which when released later on tends to raise demands above what would be a normal average, thus creating the conditions for another reaction.

During the period of depression, when buyers are holding off to see how low prices will go, prices usually go below the normal and remunerative level, particularly if supplies were large when the down turn began. A period of depression is a period of liquidation, both of goods and of loans; when revival begins the public has need to do an unusual amount of buying, banks have large capacity for loan expansion and interest rates are low. The exhaustion of old stocks, and easy money thus prepare the way for revival. Wages also undergo some reduction, or, at least, labor costs are reduced by increased efficiency and choice of the best workers,

While prices are falling, all influences combine to carry them lower: buyers hold off, creditors press the weaker debtors for payment, industry slackens and the loss of employment curtails consumption. On the other hand, when conditions begin to mend, all influences tend to help the situation. Rising prices stimulate buying, industry quickens and as the wage rolls swell, consumption increases. This development, together with the rise of wages, prices and interest and the increase of bank loans that naturally go with it, is legitimate, wholesome, expansion.

#### When Inflation Begins

When confidence is completely regained and belief in a lengthy period of prosperity is established, the sanguine, speculative spirit develops. It is stimulated by the deficit in many kinds of goods and constructional work that accumulated during the depression. Consumption having been blow normal for a time, the demand now rises above normal and stimulates the industries to the limit of their capacity. It does not stop there, but tries to drive them beyond their

capacity. Various phenomena develop now: dealers double their orders, expecting them to be scaled down, or duplicate them with different producers; manufacturers build and equip new factories to enable them to take care of the business that seems to be in sight, and raise wages to attract labor from competitors or from other industries; advancing costs make it necessary to use more bank credit.

By this time the situation is becoming abnormal. The demand for nearly everything is above the supply, and above the normal or average demand, to which in the long run prices are surely adjusted. It is stimulated largely by speculative anticipations and by competitive buying, supported by credit

The banks respond to the appeals of their customers, who say they want credit for legitimate needs in production and trade, but if production already has reached the capacity of the industries, additional credit simply finances competition for labor and materials, and drives wages and prices higher and higher. This in inflation: the use of credit as purchasing power in excess of the productive capacity of the industries. It does not increase production; it simply raises wages and prices until the bubble collapses.

If comparison is made with the situation before the war, conditions are now inflated, but this is not chargeable to the slight expansion which has taken place in the last few weeks. As compared with the standard of value, wages and the general price level are high, although all prices are not above the pre-war level.

#### The Present Situation

The present discussion, however, is not about the relation of credit and prices to the pre-war level, but about their tendencies at present and in the near future. Prices have had a very considerable fall from the top, and a slight recovery from that fall, but this gain cannot be called secondary inflation. It looks like the recovery that always comes when the old stocks are exhausted and industry gets fairly under way again. The fall of prices was uneven and in some cases too precipitate, and the curtailment of industry was too great to permit of supplying the presessor demands.

Although the war-time was anything but a period of depression, some of the effects were similar to those resulting from a period of depression. Industry in some lines fell behind the normal growth of the country, creating a deficit of supply, or accumulation of demand. This is true in house-building, in the construction of railway equipment, and in some other lines, and a revival has occurred in those lines. It is due to imperative needs, rather than to a belief that the bottom has been finally reached in construction costs, although the feeling doubtless prevails that prices are not likely to go lower until the existing shortage is in large part made up. The advance of wages is due in part to the revival of industry, but in large part to the immigration act.

It is quite evident that abnormal conditions in some of the industries are directly influencing prices at this time. The rise of iron and steel is mainly due to the coal strike, which has affected all industrial costs.

The new tariff act imposes higher duties upon some commodities that figure in the price tables and they are affected in price by the increase.

There is nothing about the attitude of buyers of general merchandise that indicates a desire to anticipate future wants. They are buying cautiously, for immediate needs only, and fighting advances, which is just the opposite of the common attitude when inflation is under way.

The increase in the demand for credit thus far has been chiefly to carry stocks and securities. The list as a whole was very low a year ago, and with the decline of interest rates many of them could be carried at a profit on the basis of their carnings, and those which represent properties constructed before the war show very high intrinsic values as compared with the cost of constructing similar properties at present prices of labor and materials. The rise of stocks

<sup>\*</sup>Reprinted from the letter of the National City Bank of New York, with additions for subscribers to "Economics for Executives."

and bonds signifies that capital is accumulating, and also that there is taith in the country's stability and progress, despite

depressing world conditions.

But even though inflation is not yet manfest, do not indications forecast it, and are not conditions so favorable to it as to make it almost inevitable? That is the question in the

minds of many careful observers.

It is true that conditions are very favorable to an inflation of credit. All the maximery and equipment necessary for the manufacture of a great supply of credit are at hand. We have a great number of independent banking institutions, actively competing with each other for customers, and the most effective way that ever has been found for winning customers is by liberality in granting credit. These banks, as we have shown above, have liquidated a great amount of credit in the last two years, and while they have shifted a large part of it into securities, they will be glad to sell the securities as fast as the market will take them, if they can employ the funds in the service of their banking customers and to bring new customers.

Furthermore, the Federal Reserve banks are now liquidat-

Furthermore, the Federal Reserve banks are now liquidated down to very small holdings, with their gold reserves at the highest point in their history, and have the capacity to grant more credit than ever before. And, mally, gold is steadily flowing to this country from the new production of the world, and will continue to do so as long as exchange

rates are in our favor as now.

#### Conditions Favor Inflation

These are the conditions that make for easy money, and we have never yet had easy money in this country that inflation did not come out of it. There is no such central control over bank credit in this country as in countries where the banking business is handled by a comparatively few corporations operating numerous branches. The Federal Reserve banks have no control over the member banks until the latter beam to re-discount, and then only by means of the discount rate, and popular pressure is always strong for a low rate.

There seems to be nothing in sight to save us from inflation, but an indisposition of the public to borrow. The mere presence of ample gold reserves in the vaults of the Federal Reserve banks will not cause inflation. It only serves as the possible basis. Somebody must borrow the available credit, and use it in buying things to such an extent as will produce the conditions that characterize infla-

100.

Those who say that inflation is imminent, bank upon the belief that the American people never have permitted such an opportunity to go long unutilized, and that it is not possible, with their optimistic mentality, for them to do so.

One reason for doubting that the country will swing readily into another inflationary jamboree is that so little time has claused since the last one. Wounds are still fresh, memories are vivid, and, moreover, there are many people with whom recuperation has not proceeded so far as to enable them to play an aggressive part in a new movement. History repeats itself in matters of this kind, but usually with intervals which provide a considerable group of new actors. There would seem to be reason to believe that most of the business men who passed through the experiences of 1920 and 1921 will want to make a very careful study of probabilities before they commit themselves to extensive obligations on a level of prices much above the present one It is one thing to go along doing business within close range of your own capital, able to liquidate rapidly, but that policy does not make for inflation. It takes great borrowing to make inflation.

As an answer to the argument that the importations of gold make for inflation, it is to be said that it would be most unwise to build a great fabric of credit on a temporary foundation. If this influx of gold should put prices up, by the same logic an effluex of it would put them down. Nothing can be more certain, than that the present situation in which gold came to the United States in one recent menth from 31 countries, is abnormal and cannot be permanent. Like every other excess it will have to be corrected later. If the world ever is to get back to normal trade conditions there must be a redistribution of this gold, to enable currencies and exchanges to be stabilized

If, then, it is necessary to the establishment of permanent

prosperity that we shall give up some of this gold, what is to be said of the policy of using it forthwith as the basis of credit? It may be that the speedy way to bring about the redistribution is to have an inflation of credit and prices, thus curtailing our exports and increasing our imports. In who wants to personally share in creating the indebtedness that this will require? Our imports have been increasing and our exports duminishing, and there is no upward tendency of wages and prices abroad corresponding to that which has started here.

#### Prices Over the Long Run

It is affirmed very positively in some quarters that the prewar price-level is gore forever, and it may be readily agreed that there is no prospect of an early return to it. The fluctuating prices that we have had since the war, however, have been the product of abnormal conditions, while the price-level of pre war times was the natural result of the freeplay of all econ mic forces over a prolonged period, and nothing is more certain than that, given similar conditions permanently, economic laws will tend to repeat similar results. The mills of the gods grind slowly, but they make a tolerably sure job of it.

The fact that some of the chief factors in the present revival are traceable to the war, as the great activity in the building trades, should inspire caution about assuming that present prices, particularly in those lines, are permanent. The building shortage presumably will be made up eventually, and when it is reoff will come down. It is even possible that the price of mining coal may not always be as high as it is, and coal and transportation costs are leading factors.

in the present price level.

Furthermore, it must be borne in mind that in the long run the price level must be related to the standard of value. During and since the war so much bank credit has been forced into use as purchasing power that the effect has been to depreciate the value of all money, including gold itself, until gold is not the actual measure of value. The proof this is seen in the decline of gold production. A persistent falling off in the production of gold in the long run will work for lower prices, if gold is to be restored as the basis of the international exchanges. This influence, however, is not operative so long as practically all the gold production of the world is flowing to the United States

#### Wages, Prices, Living Standards

One reason given for holding that the old price level never will return is that labor has become highly organized and never will consent to lower its standard of living. It is also pointed out that wares were not reduced to the pre-war level after the Civil War. It is pertinent to say, as to the last argument, that prices were reduced. Wages depend at last upon production, and if production can be increased in the comine years as it was after the Civil War, so that goods are cheapened, consumption increased, and the demand for labor thus increased, not only will there be no occasion to reduce wages, but it would be impossible to do so even it labor was unorganized.

On the other hand, unless production is cheapened the

On the other hand, unless production is cheapened the standard of living is not raised for the wage-earning class by pushing up wages, because the cost of living rises with them. It is perfectly futile foolishly so—to look for the general improvement of social conditions by merely raising wages in terms of money. To talk about it is nothing but a

habit of mind

There are no gains from raising money-wages except as there are inequalities in the advances, some groups of workers extring their compensation raised at the expense of others. Such benefits are neither general nor permanent, for in the long run the economic law will find a way of equalizing conditions.

#### The State of Agriculture

Another reason for thinking that inflation is not likely to come at this time is that such a state of industry and trade activity must be general, including all the important industries. There must be reciprocity among the industries. They must exchange products upon the terms to which population in the several industries is adjusted, if employment is to be full and permanent. Agriculture is largely dependent upon foreign markets for an outlet for its products and foreign

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## CO-ORDINATION OF SALES AND ADVERTISING EFFORT: AD-VERTISING WHICH HELPS SALESMAN SELL THE DEALER, AND HELPS THE DEALER SELL THE CONSUMER

By LEROY FAIRMAN, Merchandising Advertising Expert, New York

THIRD OF A SERIES OF ARTICLES WRITTEN ESPECIALLY FOR THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW

According to the ancient proverb, the love of money is the root of all evil, but a motion to change the word "love" to "lack" would be enthusiastically seconded by a majority of business men. Particularly by the thousands who have seen a promising young business curl up, fall by the wayside and perish for the lack of a few thousand dollars.

I have heard it said many times that if a proposition is good enough it will finance itself; also, on the other hand, that if a proposition is good enough there is no difficulty in raising the money to finance it. But feeding a young business on its own fat is too slow a process for most of us and outsiders who consent to furnish the necessary capital generally manifest a desire to control the business—with the ulterior purpose of slipping a well greased pair of skids under the original owner.

It is not the purpose of this article to tell the manufacturer how to get the money, but I do want to point out what happens when a commodity is placed upon a crowded market without enough money behind it to give it a fair start in life, and what happens when the available capital is unwisely expended.

Here, for example, comes Mr. Eureka with a new skin lotion, something new, something better, something, take it from him, that will in time put the others fellers out of business

## One Way of Starting a New Business

First, Mr. Eureka provides conservative but adequate manufacturing facilities. Second, money being scarce, he shops around until he finds a bottle that "will do," but which would be much more suitable as the container for a horse liniment. Third, money being still scarcer, he gets Cousin Laura, who once went to an art school, to design a label for him and has it reproduced in one color on cheap paper. His percentage of error, up to this point, is .666.

But, anyway, he has his goods, bottled and labeled. That's something. The next question is, how to sell 'em?

Mr. Eureka hires him a sales manager—a jim dandy, a humdinger. Until the proposition gets going good the sales manager will have to be his own selling force, and he packs his grip and plunges out into the middle west, where he "knows the trade."

By brute force, the sales manager gets some goods on the druggists' shelves here and there—usually on the strength of hazy promises of advertising "a little later." The callous populace of the towns where the goods are stocked show a shocking indifference to them, no reorders come in, the feet of the humdinger sales manager begin to chill, and Mr. Eureka's business machine begins to creak and wobble. Then he reluctantly faces a problem which he knew had to be met sometime but has been trying to sidestep—advertising. And there's no money to advertise with!

The business graveyard is crowded with the tombstones of businesses which have gone through precisely this experience, and perished miserably.

Sometimes Mr. Eureka makes an attempt to solve the advertising problem without spending any real money. He

gets out cheap circulars for distribution through the drug stores. These remain on the druggist's counter for a day or so and then disappear. He gets up some window displays which, because there is no advertising to tie up with them, seldom get in the windows at all unless the salesman puts them there—in which case they stay until he gets out of town,

#### His Advertising Vanishes Too Quickly

Sometimes Mr. Eureka gets a couple of hundreds of dollars ahead and runs a few small newspaper ads where he thinks they will do the most good. Before people have a chance to realize what they are about the two hundred is used up and the advertising disappears.

These makeshift, unbusinesslike excuses for advertising may prolong Mr. Eureka's misery for a time, but the ultimate result is the same, and the gravediggers get on the job and plant his face lotion under six feet of gravel.

But what is Mr. Eureka to do-how shall be avoid these disastrous errors?

A critical examination of his short career shows that, to begin with, he was in too much of a hurry. That is a common fault: the face lotion looks good, thousands of people must be waiting and longing for it; we are feverishly impatient to see it going out, to see it advertised, to see the money come rolling in. And so, like Mr. Eureka, we pick up a bottle that "will do" and adopt a label that is "good enough for the present"—quite overlooking the fact that a package and label are mighty difficult and expensive things to change, and that they should be selected for all time and not as a makeshift.

Mr. Eureka, therefore, should have made haste slowly; he should have searched and experimented until he was sure that he had a package that he would be willing to live with all his life, and that he and his heirs and assigns could be proud of and satisfied with forever and a day.

Having made sure of this, Mr. Eureka should have carefully counted his pennies, and figured out how far he could go with both sales effort and advertising, shoulder to shoulder and hand in hand. If he lacked pennies enough to carry on this co-ordinated sales and advertising effort for at least a year, he should have cast about for some means to get more pennies, and possessed his soul in patience until he got them.

That may sound harsh, but it is the truth. I could name, right here and now, at least a dozen good products which, within my personal knowledge, have gone to temporary if not eternal smash within the past few months because their owners depended upon the estimated results from the first three months' advertising to finance them. This can always be done on paper; sometimes it has been done in fact, but nine times out of ten it won't work. It is not safe to launch a new product without money enough to finance it for at least a year, and this financing should include enough money to advertise thoroughly in at least a small territory.

Having gathered his pennies together, Mr. Eureka should

have determined to sell only where he could advertise, and to advertise only where he had sold. You might read that sentence over again; it sounds simple, but it contains a vital and fundamental business principle.

#### A Safe and Sane, But Effective Way to Begin

Let us suppose that Mr. Eureka and his face lotion abide in the city of Reading, Pa.' Reading is a good town, and Mr. Eureka should begin both selling and advertising right at home. Within reasonable distance, there are such live and lively cities as Harrisburg, Lancaster, York, Scranton, Wilkes-Barre and others, all a promising market for a face lotion.

Every one of these cities is amply covered by good newspapers, papers which reach out into the surrounding towns and villages. And they are all within a day's journey of Reading.

It seems sort of commonplace and hundrum to begin to cultivate the territory right around the home town. It is much more exciting and spectacular to tell the world through the Ladies' Home Journal and the Pictorial Review. It is thrilling to think of millions of women reading about the Eureka Face Lotion; of hundreds of thousands demanding that wonderful preparation at the drug stores in 48 states, and of hundreds of druggists writing and telegraphing the jobbers, urging them for the "love of Mike," to ship five gross of that face lotion for "everybody is going crazy about it." A beautiful dream; a dream that is costing the manufacturers of America millions of dollars every year; a dream that never comes true.

So we earnestly urge Mr. Eureka to parcel his pennies into two neat piles of equal volume, resolve to spend one pile for sales work in home territory and the other pile for advertising, and then see how much ground he can cover with those pennies—sternly reminding himself that they've got to last a year.

## Benefitting by an Expert's Experience

His advertising agent will, after due thought and investigation, tell Mr. Eureka just how thinly he can spread his money—with safety. He will show him how to concentrate his work during the heavy selling seasons for face lotions, and how to scrape along with few insertions of small copy during the off seasons. He will tell him how to merchandise his advertising—how to "sell" it to the retailer, and how to secure the co-operation of the newspapers in which it is to appear.

The next step is to prepare the introductory advertising campaign, write it, illustrate it and put it into type. This should be done before the selling work begins.

Now Mr. Eureka is "all set" to do business. His salesmen are ready to call on the retailers in the first city to be covered, tell them just what is to be done, and show them the advertising that is going to appear.

Dealers know what advertising is and what it will do. They can size up a campaign quickly enough. They will realize that there is going to be a demand for Mr. Eureka's face lotion in their town, small at first perhaps, but a demand nevertheless, and they will willingly put in a few bottles. Armed with these actual orders, the salesmen should now call on the jobbers, who will not refuse to stock an article which is already selling and which is going to be advertised. The newspapers will gladly cooperate by sending their merchandising men to call on the trade, and will keep an eye on the situation after the salesmen have gone away. It is for their interest that every channel for

the movement of the goods is kept open and well oiled, the more successful the proposition is the more certain they are of continuously increasing advertising revenues from it.

If Mr. Eureka has a good article and is selling and advertising it properly he will, in a few weeks, begin to get back a little of his money, though he should not count upon it in his financing plans. Before the year is out, he will probably be able to cover more territory with his co-ordinated sales and advertising effort than he had originally figured on.

### Vital Information Gained Speedily

At any rate, in a year's time, without involving himself in debt, he will have ascertained the following vitally important things:

He will know whether his goods are right.

He will know whether his name, package and labels are right.

He will know whether his prices and discounts are right. He will know whether his advertising is right, and, if it is wrong, he will have the opportunity to make the necessary changes before he has wasted a lot of money.

He will know how much it costs him, per item, to sell his goods.

He will know the class of people to which his product appeals most strongly.

He will know the length of time it takes for the average drug store to dispose of a dozen bottles.

He will know the annual consumption of his goods per thousand population.

Isn't is worth while to find out all this as early in the game as possible? Isn't it the sane, businesslike thing to make haste slowly, and keep out of national advertising, and feeble attempts to secure national distribution, until these basic facts and figures have been definitely determined?

But, you may say, it would take Mr. Eureka half a century to cover the country in this slow, plodding way, financing himself after the first year from the profits of his business.

It won't be necessary to plod any longer. Mr. Eureka can incorporate his business, and upon the showing he has made dispose of enough stock to enable him to go ahead on more ambitious lines, without sacrificing or jeopardizing the controlling interest in his business.

He will find too, that his sound, conservative methods have attracted the favorable attention of his bankers. Nowadays the banks are actually seeking out those of their customers who are handling their affairs in a businesslike manner, and stand ready to help them.

Mr. Eureka's books, at the end of the first year, will tell just the kind of story the banker likes to read, and if his own bank isn't sufficiently progressive to get behind him, he will have no difficulty in finding one that will,

In most respects, all of the foregoing sounds rather elemental. No doubt it is. Nevertheless, there are thousands upon thousands of manufacturers, in every line of business, who are at this moment riding for a fall by following a precisely opposite course, spreading limited capital out too thin, rushing into national advertising before they are ready, depending upon sales which do not materialize and profits which they will never see.

#### Doubles Its 1923 Advertising Appropriation

The Herpicide Co. of Detroit, Mich., announces that its advertising appropriation for 1923 will be double that of any preceding year. The company has been in existence twenty-six years, and it attributes its ever-growing business to the non-failing pulling power of United States newspapers

## BIG WEEK SOON FOR PERFUMERY, COSMETICS AND SOAPS

A. M. T. A. Gives Hearty Approval to Great Exposition in Its 29th Convention Period in April in New York City

Active preparations are under way to make the twenty-ninth yearly meeting of the American Manufacturers of Toilet Articles at the Hotel Biltmore, New York City, April 10, 11 and 12, a record one in every way. It will be the first annual meeting of the old Manufacturing Perfumers' Association under its new name. Coincidentally the first National Pertumery, Toilet Articles and Soaps Exposition will be held at the 71st Regiment Armory, Park avenue and 34th street, New York City, the dates being April 9 to 14. The close liaison of these two important events make it probable that the industry will receive a new impetus and much other benefit.

A meeting of the Executive Board of the American Manufacturers of Toilet Articles was held on February 21 at which time the plans for the forthcoming meeting were discussed. While no announcement has been made as yet regarding the program it is known that the committee is working on some very interesting and vital phases of the industry which will be adequately covered by special papers and by reports of the various chairmen of the committees.

In order to induce a large attendance, the association is working on a plan to obtain a rebate in railroad fares for out of town members who attend the meeting. Frank K. Woodworth, business manager of the association, announces that if 250 members come to the meeting from points 50 miles beyond New York City and get in touch with the business manager soon after their arrival, it will be possible to get a reduction of 50% on the return railroad fare. The association has received assurance that the railroads will grant this reduced rate provided the usual certification forms are properly filled in by members who come from out of town.

The entertainment this year promises to be of especial interest and the selection of Walter T. Hathaway as chairman of the Entertainment Committee, and as members of his committee, Edward V. Killeen, A. F. Kammer, Burton T. Bush and Louis Spencer Levy, who at the invitation of the association will act as secretary, is regarded as particularly fortunate. The plans include a theatre party on the evening of April 10 and the annual banquet on the evening of April 12, with the attendant features which have made these affairs so enjoyable in the past. The evening of April 11 will be left

open so that members may attend the exposition.

With the official and unqualified endorsement of the National Perfumery, Toilet Articles and Soaps Exposition by the executive board of the association on January 26, the big national show devoted to our industries has received an impetus which is bound to make it an unusually successful affair. In the endorsement of the exposition, the association does not obligate itself in any way financially, but it has asked the earnest cooperation of all its members in being exhibitors and to be keenly alive to the opportunity of what the show means to the industry. In a bulletin to members, the association points out that the exposition will insure to our industries the important recognition to which it is entitled by buyers throughout the United States and also by the consuming public. The association also points out the necessity of attractive and active exhibits that will convey a message of artistic merit and quality, on the grounds that

arouse people to the usefulness of many toilet articles of comfort and hygiene that they may not now fully appreciate. In giving its unqualified endorsement, the executive board of the association specified that all foreign manufacturers of perfumery, toilet articles and soaps are to be included in the exposition as a matter of comparison and interest. Accordingly, foreign manufacturers and importers have been invited to make exhibits so that the show will be absolutely complete and will represent the entire industry of both this and foreign countries.

this will form a basis for a campaign of educational propaganda to offset pernicious legislation in many states and to In order to insure the most desirable attendance at the show, it has been decided finally to sell general admission tickets at the box office for 50 cents each. Trade tickets will be sold to exhibitors in quantities of 100 or over at the rate of 25 cents each, which will include the war tax. These tickets are for distribution to wholesale and retail buyers. Employees' passes will be issued upon receipt of a written application from exhibitors. To facilitate the distribution of mail, the delivery of telegrams, etc., it has been arranged to register all exhibitors and employees at the Bureau of Information where both temporary and permanent addresses will be on file. Accordingly, the bureau will act as a general bureau of information.

The show will open Monday, April 9, at 3 o'clock P. M. and each day thereafter at 1 P. M. and will close at 11 P. M. every day up to and including Saturday, April 14. The exposition company reports that it has received a great many requests for space but as yet has not made assignments. Up to February 15 spaces had been assigned the following exhibitors:

Harriet Hubbard, Ayer, Inc. Colgate & Co. 323 East 34th St., New York, N. Y. A. P. Babcock & Co. 501 Fifth Avenue, New York, N. Y. Daggett & Ramsdell 214 West 14th St., New York, N. Y. Richard Hudnut 113 West 18th St., New York, N. Y. Mulhens & Kropff 25 West 45th St., New York, N. Y. Peerless Tube Co. Locust Ave., Bloomfield, N. J. George Schmitt & Co. 253 Maujer St., Brooklyn, N. Y. Trece Laboratories, Inc. 134th St. & Willis Ave., New York, N. Y.

Jersey City, N. J. Cheramy, Inc. 102 West 72nd St., New York, N. Y. Florasynth Laboratories, Inc. Olmstead & Starling Aves., Unionport, N. Y. Leigh Chemists, Inc. 501 Fifth Ave., New York, N. Y. Pope Publishing Co. 225 Fifth Ave., New York, N. Y. Frederick Stearns & Co. Detroit, Mich. The Perfumer Publishing Co. 14 Cliff St., New York, N. Y. Northam Warren Corp. 114 West 17th St., New York, N. Y. S. S. White Dental Mfg. Co. New York, N. Y.

Manufacturers are especially urged to get in touch with the National Exposition Co., Hotel McAlpin, New York City, at the earliest possible moment in order to insure reservations and an allotment of space in the exhibit.

#### Salesmen's Association for One Big Chemical Show

Salesmen's Association of the American Chemical Industry has endorsed the plan for one big chemical exposition, putting the final veto on the idea of either holding two rival shows or none at all this year. The committee which looked into the matter made a unanimous report in favor of supporting the regular Chemical Exposition, after its members had gone into the subject exhaustively and had. found that the management was not only ready but eager to do everything possible, financially and educationally, to make the show more appealing to certain branches of the industry than had been known to be the case. The report of the committee is exhaustive and lengthy, showing careful study of the situation and giving cogent reason for its decision. report has been printed in full in many journals and its conclusions having already been adopted by most of our readers prior to the report being made it does not seem expedient to reprint it. The committee is entitled to credit for clearing away the last obstructions to a good chemical show. Its members were: Williams Haynes, chairman; George M. Dunning, J. Wrench, A. C. Kalbfleisch, Walter Goff and John W. Boyer, ex-officio.

## ACTIVITIES OF ASSOCIATIONS, SOCIETIES AND CLUBS

#### NEW OFFICERS FOR THE A. Ph. A.

The board of canvassers of the American Pharmaceutical Association announces the election of the following officers: President, H. V. Arny, New York, N. Y.; first vice-president, L. F. Kebler, Washington, D. C.; second vice-president, F. E. Bibbins, Indianapolis, Ind.; third vice-president, W. Bruce Philip, San Francisco, Cal.; members of the council, J. H. Beal, Urbana, Ill.; Charles H. LaWall, Philadelphia, Pa., R. P. Fischelis, Newark, N. J.

These officers were elected for the official year 1923-1924 and will be installed at the annual convention to be held next September in Asheville, N. C.

#### Pfeiffers Lead P. C. of P. Drive with \$25,000

A goodly representation of the New York city and northern New Jersey alumni of the Philadelphia College of Pharmacy met at the Waldorf-Astoria Hotel February 2 for the purpose of organizing the district to aid the expansion plan of their Alma Mater and enjoy a good dinner. Samuel W. Fairchild was toastmaster and Rear Admiral Wm. C. Braisted, president of the college, outlined the campaign for a \$2,000,000 fund to build and endow the college's proposed new group of institutions. Dr. Charles H. LaWall, Dr. E. Fullerton Cook, Dr. Joseph W. Sturmer, Prof. H. V. Arny, G. A. Pfeiffer, president of Richard Hudnut; Virgil Coblentz, David Costello, Horatio N. Frazier, B. T. Fairchild and Robert S. Sherwin were among the speakers.

Great enthusiasm prevailed and subscription cards were distributed and plans made for raising the New York and Northern New Jersey quota of the expansion fund. Mr. Pfeiffer and his brother, H. J. Pfeiffer, led off with a contribution of \$25,000 for the cause, amid the plaudits of the assembled savants.

## Dr. Herty on Synthetic Chemical Outlook

There now exists an American synthetic organic chemical industry, in position of sufficient strength to insure against any suffering through lack of foreign chemicals, said Dr. Charles H. Herty, president of the Synthetic Organic Chemical Manufacturers' Association of the United States, in an address on "The Present Status of the American Synthetic Organic Chemical Industry," before the northeastern section of the American Chemical Society at the Engineers Club, at Boston February 9. Dr. Herty said that with an American synthetic organic chemical industry ready to supply practically the entire needs of the country, the American consumer would scarcely feel the result of the complete stoppage of German colors, so well has the American industry progressed during the six years of its existence. He said:

"The new year opens upon two avenues of co-operation which will lead the industry to permanent success; co-operation with the Government in carrying out the provisions of the Tariff act, and co-operation with the consumer in supplying his needs to the very best of our ability at the lowest possible prices."

#### New Chemical Institute Started

The American Institute of Chemistry was organized at a meeting of local New York chemists at 381 Fourth avenue on January 22. It aims to include only chemically trained men who measure up by education and experience to the qualifications set for membership. It will function along the same lines as the Institute of Chemistry of Great Britain and the Canadian Institute of Chemistry. The Institute will seek to perform for the qualified chemist the same service as that of the Bar Association for the lawyer and of the Medical Society for the physician.

Dr. H. C. Byers in charge of the department of chemistry of Cooper Union and Dr. Lloyd Van Doren, a chemical patent lawyer, are respectively president and vice president. C. K. Simon, president Dye Products & Chemical Co., 200 Fifth avenue, New York, is treasurer. The secretary is Lloyd Lamborn, editor of Chemical Age.

#### NEW YORK ALLIES ENJOY FUN

Perfumery, Soap, and Allied Industries of New York held one of its most interesting and best attended meetings at Murray's, on the evening of January 26, when about 100 members gathered to enjoy the famous Murray cabaret, some special entertainment provided by the officers, and stories told by Edwin Sefton, William H. Green and others.

There were no speeches and no business matters were discussed. The affair was wholly social and was therefore thoroughly enjoyed. The February meeting will be held at Murrays, Wednesday evening, February 28.

#### Synthetic Organic Chemical Makers Meet

"The burden of proof that American valuation is feasible rests on organic chemical manufacturers." said former Judge Marion DeVries in an address on the tariff before a meeting of the Synthetic Organic Chemical Manufacturers' Association recently. Judge DeVries is tariff counsel to the association. The meeting, held at the Pennsylvania Hotel, this city, was followed by a luncheon.

In making the point, Judge DeVries asserted that American valuation only applies to paragraphs 27 and 28 of the tariff law, which have to do with organic chemicals, and therefore is of vital interest to the members of the association. Section 515, he said, invests domestic manufacturers with the right and duty to keep in touch with the customs authorities with a view to rendering them all possible cooperation.

#### American Chemical Society Program

At the spring meeting of the American Chemical Society to be held at New Haven, April 2 to 7, one of the features will be a symposium to be conducted by the Division of Dye Chemistry to tell of the accomplishments of American chemists in the dye industry during the world war. The symposium will be so complete that it is expected to include a history of pre-war activities also. R. Norris Shreve of this city is in charge of this section of the program. The Division of Agriculture and Food Chemistry will hold a symposium on insecticides and fungicides. Dr. F. C. Cook, Bureau of Chemistry, Washington, D. C., is in charge of this feature.

## N. Y. Drug-Chemical Section Committees

Edward Plaut, Lehn & Fink, Inc., chairman of the Drug and Chemical Section, New York Board of Trade and Transportation, has announced the appointment of the committees for 1923 Among the chairmen are these: Membership—Carroll D. Smith. Carroll Dunham Smith Pharmacal Co.; Legislation—Dr. Henry C. Lovis, Seabury & Johnson; Importers of Drugs and Chemicals—S. B. Penick, S. B. Penick & Co.: Importers of Essential Oils—Frederick E. Watermeyer, Fritzsche Brothers; Tares—Irving McKesson, McKesson & Robbins, Inc.

## Philadelphia Drug Exchange Elects

At the sixty-second annual meeting of the Philadelphia Drug Exchange, held last month, Milton Campbell, of the H. K. Mulford Co., was elected president and Walter V. Smith, of Valentine H. Smith & Co., became secretary. C. Mahlon Kline, of the Smith, Kline & French Co., made an interesting report on prohibition, narcotics and the tariff. J. F. Pound, of the Dodge & Olcott Co., reported on volatile oils. Resolutions were passed honoring John N. Limbert and other members who had died.

The annual dinner was held at the Bellevue-Stratford Hotel. A, B, Kelley acted as toastmaster.

### American Pharmaceutical Manufacturers

The annual meeting of the American Pharmaceutical Manufacturers' Association will be held at Altamonte Springs, Florida, March 19.

## THE PREPARATION OF AROMATIC CHLOROMETHYLENIC DERIVATIVES

By DR. G. BLANC, Grasse, France\*

When, inside of a suitable solvent, like carbon bisulphite for example, we call chloromethylic alcohol CH, < Cl into aciton on benzene in the presence of zinc chloride, there is a production of benzyl chloride according to the reaction.

CH, 
$$<_{\rm OH}^{\rm Cl}$$
 +C<sub>6</sub>H<sub>6</sub>=H<sub>2</sub>O+C<sub>6</sub>H<sub>2</sub>CH<sub>2</sub>CI (1)

At the same time, we observe the formation of products of a more advanced condensation, diphenylmethan or resins, the quantity of which will increase with the proportion of benzene employed. By operating on other hydrocarbons such as toluene, xylene, etc., the yield in chloromethylenic derivatives ceases to be interesting. Moreover, the preparation of pure chlormethylic alcohol is an operation disagreeable enough in itself to induce one to look for a process of obtaining the chloromethylenic derivatives in a more easy

When a current of chlorhydric gas is passed through benzene holding fine powdered trioxymethylene in suspension, this latter will disappear progressively, and, after a few days, a separation of water occurs. By fractionating, we obtain with a weaker yield, benzyl chloride. The formation of the chloride derivative is much plainer with toluene.

The addition of condensation agents such as sulphuric acid, antimony chloride or zinc chloride, will accelerate the reaction considerably and make the proceeding really practical. Among these, the zinc chloride will yield the best results. Trioxymethylene can be advantageously replaced with a commercial 40% formol solution.

The binding process is not very easy to determinate. We know, however, by the Grassi-Maselli experiment that chloromethylic alcohol, by reacting on the benzene in excess will yield diphenylmethan. Now, in the process we are just dealing with, in spite of the enormous excess of hydrocarbon used, the derivatives of this kind will appear only when at the same time zinc chloride overreaches a rather high rate.

Moreover, the chloromethylic alcohol, which is tolerably unstable in contact with water does not form readily, especially when a 40% formol solution is being used. Accordingly, we may conclude with some probability that the reaction does not begin with the formation of chloromethylic alcohol.

Hereafter, we will mention the operating modus observed for a certain quantity of hydrocarbons as well as the results obtained.

#### Benzene

In a large necked flask, fitted with a "Witt" agitator and presenting the possibility of being brought to the temperature required,

600 grs. of benzene

60 grs. of trioxymethylene

60 grs. of powdered zinc chloride

are introduced. The agitator is brought into motion and a swift current of hydrochloric acid is passed through, while the temperature is being maintained simultaneously around 60°. When hydrochloric acid ceases to be absorbed, which occurs after about 20 minutes, the reaction is ended. During the rest, the product will separate into two layers: The upper part is to be decanted, washed with water and then

\*Gustave Blanc, Docteur es Sciences de l'Universite de Paris, Collaborateur du Dictionnaire Wurz, and Originator of the Blanc & Bouveault reaction (phenyl ethyl alcohol), supervised during the war the French factories manufacturing all chemicals used for warfare purposes. Dr. Blanc is head of the research laboratories of Morel & Co. and Lautier Fils, Grasse, France, and is one of the leading French chemists of the present time.

1Grassi & Maselli, Gass. Chim. Ital. T. 28, 2 P. 398.

1It is absolutely compulsory to remove all the zinc with the help of alkaline solutions. Without this precaution, a nearly total resinification would occur during the fractionating process.

with diluted caustic soda (\*) dried with calcium chloride and finally fractionated. We isolate easily 200 grs. of pure benzyl chloride, boiling at 70° (H=15m/m), which corresponds to about 80% of the theory.

About 10 grs. of a gleaming crystallized body, corresponding to the formula C<sub>n</sub>H<sub>n</sub>Cl<sub>n</sub> sparingly soluble in alcohol and melting at 100° are drawn from the upper parts. When boiling with diluted permanganate, it will be transformed into terephtalic acid. It is therefore the para dichloromethylbenzene.

C<sub>6</sub>H<sub>4</sub> < CH<sub>2</sub>Cl (-1-) CH<sub>3</sub>Cl (-4-)

obtained by fixing into para of a second CH<sub>2</sub>Cl on the benzene nucleus. We will see later on that on the mono substituted benzene nucleus, the group CH<sub>2</sub>Cl will always fix into para in comparison to the initial substitution. Finally, we find among the products boiling at an higher temperature a little diphenylmethan and fluorescent bodies.

By increasing the proportion of zinc chloride, the upper products will correlatively increase; by diminishing it, these latter will practically disappear; but, at the same time, the yield in benzyl chloride will diminish. It is possible, as I mentioned above, to work on a 40% formol solution. The mentioned above, to work on a 40% formol solution. The following proportions will yield a result sensibly similar to the preceding:

400 grs. 70 grs. Benzene Formol at 40% Zinc chloride 100 grs.

We find, however, a little more diphenylmethan. This latter is to be observed especially in operations that are conducted slowly. As an instance, it is possible in the course of a reaction lasting about 10 hours to obtain diphenylmethan with a 70% yield. Zinc chloride will then be restricted in the appropriate of algorithms about 10 hours. acting in the manner of aluminum chloride.

#### Toluene

Condensation is easier with toluene than with benzene. and the proportion of zinc chloride can be sensibly lowered. We can use, for instance:

800 grs. toluene

60 grs, trioxymethylene 30 grs. zinc chloride

By fractioning, two chief products are isolated: One boiling at 80° (2 m/m) and the other at 115-117 (2 m/m). There are but very few products of an higher boiling point.

The first one (230 grs.) will transform easily into aldehyde by the Lauth-Grimaux method. This latter, oxydized with silver nitrate and caustic soda, will yield an acid melting at 176°, identical with para toluic acid. The chloromethylenic derivative obtained in the reaction is therefore the para derivative

The second one (20 grs.) most likely constituted by the mixture of 2 isomeres

does not yield either by hydration, or by oxydation any crystallized product plainly defined.

#### M. Xylene

The operation is conducted in the same conditions as by toluene. We can use also

Xylene Formol (solution at 33%) 180 grs. Zinc chloride 140 grs.

225 grs. of the chloromethylenic derivative looked for, boiling at 115° (15 m/m) also 15 grs. of a product boiling at 155° (15 m/m) are obtained, which latter is not long in solidifying into a white star-shaped mass, which, after being diluted into boiling alcohol, will yield fine needles melting at

The constitution of the chloromethylenic derivative is clearly proved by its transformation into aldehyde and, afterwards, into acid with the help of silver nitrate and caustic soda. We obtain an acid which after crystallizing in formic acid, will melt at 126°, which is precisely the melting point of xylic acid 1. 3. 4.

The CH<sub>2</sub>Cl has therefore fixed into para in connection

with one of the groups CHa.

Concerning the solid product melting at 93°, it is constituted by the dichloro derivative (CH<sub>2</sub>)<sub>1</sub>C<sub>4</sub>H<sub>2</sub>(CH<sub>2</sub>Cl)<sub>1</sub> 1. 3. 4. 6. each one of the group CH<sub>2</sub>Cl placing itself into para in relation to each one of the methyl groups.

In fact, when it is submitted to a moderate oxydation with the help of permanganate at 4% we transform it into an acid very much similar to terephtalic acid and not melt-

ing sharply at about 325°.

This acid will yield easily a dimethylic ether which crystallizes in a mixture of benzene and ligroin into flat needles, melting at 76° identical with the dimethylic ether of the 1.-3.-4.-6. dimethylphtalic acid

#### Ethylbenzene

By starting with

500 grs. ethylbenzene 60 grs. trioxymethylene 40 grs. zinc chloride

we easily isolate 200 grs. of the chloromethylenic derivative

C<sub>2</sub>H<sub>3</sub>C<sub>4</sub>H<sub>4</sub>CH<sub>2</sub>Cl boiling at 95-96° under 15 m/m.

This body is a para derivative; in fact, by a successive transformation into aldehyde and acid, we obtain an acid melting at 112° identical with para ethylbenzoic acid.

#### Cumene

The condensation of cumene with formaldehyde in the presence of hydrochloric acid and zinc chloride occurs in nearly the same conditions as in the case of ethylbenzene. The yield reaches about 75% of the theory in chloromethylenic derivative C<sub>4</sub>H<sub>4</sub>C<sub>4</sub>H<sub>5</sub>CH<sub>5</sub>Cl boiling at 100° under 14 m/m. As in the preceding case, we have to deal with the para derivative. If, in fact, we boil it with lead nitrate the para derivative the Lauth Grimany method was transformed. according to the Lauth-Grimaux method, we transform it into paracuminic aldehyde, the oxime of which melts at 58°

Moreover, this aldehyde is being oxydized by the silver nitrate and the caustic soda into an acid which, after recrystallization in formic acid is identical with para cuminic acid and, like the latter, melts at 115-116°.

#### Chlorobenzene

The condensation is obtained with some difficulty, but it is possible to isolate, although with but a weaker yield, the para chloromethyl chlorobenzene: Cl.C<sub>6</sub>H<sub>4</sub>CH<sub>3</sub>Cl 1, 4, melting at 30°, which by further exydation by a permanganate solution is converted into chlorobenzoic acid CLCdLCO3H 1. 4. melting at 235°.

#### Cymene

According to the few examples we have just seen, we know that the substitution of CH<sub>2</sub>Cl occurs always into

para in connection with the pre-existing substituting group We further know by the example of toluene, that a second group CH<sub>2</sub>Cl can fix itself on the benzene nucleus in spite of the substitution into para being impossible.

It was interesting to look for the position in any easy case, like that of hydrocarbon possession 2 different alcoyles different in 1. 4. The experiment was made with cymene: 500 grs. of the hydrocarbon have been treated in the usual conditions with 60 grs. of arioxymethylene and 60 grs. of zinc chloride in the presence of a current of hydrochloric gas. We thus obtain, after two rectifications, 205 grs. of a product boiling well at 120° under 12 m/m.

In order to determinate the constitution of this derivative, we have transformed it into aldehyde. This latter is a colorless liquid boiling at 128° under 15 m/m. The further oxydation with silver nitrate and caustic soda will convert it into a solid acid sparingly soluble in formic acid but much more in acetic acid. By crystallization in a mixture of both these solvents, we separate easily needles which possess a constant melting point at 68-69°.

Claus' mentions 69° as being the melting point of methylisopropylbenzoic acid 1. 4. 2. obtained by oxydation of cymylglyoxylic acid by means of an acid solution of potassium permanganate. It is most likely that there is an identity, and that the position of the carboxyl group in the acid, and consequently that of the CH<sub>2</sub>Cl in the chloromethylenic derivative, is in ortho with reference to CH.

The mother liquors of the acid melting at 68-69° yield in small quantity a thick, non-crystallizable residue which is probably an eutectic mixture of the methylisopropylben-zoic acid 1, 4, 2, with the isomere 1, 4, 3,, which latter is being originated from 1, 4, 3, chloromethylenic derivative formed concurrently with the 1, 4, 2, derivative.

#### Naphtalene

For securing the condensation, it is advisable to require the help of a solvent. The petroleum essence boiling at about 100° will yield good results. We can start with 500 grs. of naphtalene dissolved in its weight of essence, 60 grs. of trioxmethylene and 60 grs. of zinc chloride. The yield in chloromethylenic derivative will reach about 190 grs. It is a coloriess liquid which will cause a burning sensation to the skin and which boils at 145-146° under 6 m/m Scherler (1) (h. Ges. T. 24 p. 3930) mentions 167-169° under 30 m/m for the derivative.

It is in fact this derivative, because the ebullition with the solution of copper nitrate will turn it into an aldehyde, boiling at 155° under 12 m/m, the exime of which melts at 98° as indicated by Brandis for the melting point of the naphtobenzoldoxime. (D. Chem. Ges. T. 22 p. 2150.)

Moreover, this aldehyde is oxydized by the silver nitrate and the caustic soda into an acid which, after recrystalliza-tion in formic acid melts at 160° like the naphtoic acid (Stohman, Kleber & Langhein, Journ, für prakt, Chem. T. 40 p. 137.)

The chloromethylenic derivative obtained by the action of the chlorhydric acid and of the formol upon naphtalene in the presence of zine chlorid is therefore the derivative

Schnapauff, Deutsche Ger. T. 19 p. 1509

<sup>\*</sup>Aschenbrandt, Lach, Val. T. 19, p. 21-

Brain for Peakt Corn. T. 43 p. 130.

# FEBRUARY REPORT ON GRASSE FLORAL PRODUCTS

(FROM OUR OWN CORRESPONDENT)

GRASSE, February 5.-Following is the February report on flower products and essential oils in this region:

#### Orange Flower

As mild weather conditions continue to prevail in these parts, it does not appear likely that the orange trees have been injured by cold, and if February turns out to be as mild as January, there will no longer be any danger of severe frost, and a good crop of flowers will be practically assured next May.

There is a fairly good demand for all orange products, except Neroli, sales of which have become somewhat slack, subsequent to the political events in the Ruhr territory, and in view of the fact that the Cologne concerns are unable to obtain supplies of this article. Sales of solid products,

pomades and perfumed oils are normal.

The action of the Coty concern against the Nerolium people came up last month in the Commercial Court of

The Nerolium concern argued that it is not subject to the jurisdiction of the Grasse Commercial Court, on the ground that, whereas its main office is located at Vallauris, the Commercial Court of Antibes should have jurisdiction. Counsel for Coty, founding his argument on the nature of the terms of payment, payments having been made in Grasse, and on the provisions of an article of the Commercial Code, from which it appears that the competent court in case of litigation is the court located in the place or district where the payments are made, was successful in his argument and in having the Commercial Court of Grasse declare itself competent. Whereas the Nerolium concern will not put in an appearance in the Court of Grasse, judgment will be rendered against it, but in default, and an appeal will be taken to the Appellate Court of Aix.

#### Rose

Rose products may be said to have been completely sold out by this time. The last sales were effected at rather high prices, and it would at present be a difficult matter to secure consistent solid and liquid essences, even at comparatively high prices.

The few scarce articles which are still available in very small amounts consist of pomades, which will undoubtedly

be sold out within a month.

As the rose bushes have not been damaged by the cold, at least not up to the present time, their growth appears to be normal. There will be no overproduction, but by next May prices may be expected to have advanced to figures at least 100 per cent higher than last year's market prices. Jasmine

A large demand for Jasmine products has set in during the last few days. Very large transactions have been closed, and the supplies of the last crop have been practically exhausted. Prices of Jasmine products may be expected to

advance very materially next summer.

Supplies of Italian lard (pork fats), which were not used during the war because they could not be imported, are now commencing to arrive once more in Grasse, in daily quantities of several full train loads.

During the last few years, the Grasse manufacturers have had some trouble and annoyance in using supplies of pork fat or lard shipped from America. Various supplies of pomade were damaged by using this kind of lard, which had been poorly refined and proved to be unable to withstand the summer heat.

Supplies of unsalted belly fat are now commencing to come in, and as this material will be refined on the spot, it will give satisfactory results, while the flower pomades will also be of materially superior quality in the future, by reason of the fact that the lard prepared on the spot, with the use of processes originated in Grasse, will be absolutely neutral and made up of exceedingly fine particles.

In view of the favorable rate of exchange, the cost price of the hog belly fat is materially lower than that of the American brands of lard, and the manufacturing perfumers will thus be doubly benefited by proceeding in this way.

#### Tuberose

There is still a normal demand for tuberose products. As the supplies of last year's crop were not exceedingly large, there will be left-overs in the market at the opening of the coming season, and prices will therefore probably remain on a par with those paid for last year's output. However, there will probably be no advance in the prices of these products.

#### Cassie

The supplies of Cassie products now in the market are very limited. Last year's crop was small, and the demand could only be met by having recourse to foreign material, and more particularly to Syrian Cassie.

There is no crop of Parma Violets. The few flowers that the growers managed to gather are being bought up at very high prices, which make the cost price of the prod-

ucts so high as to render them unsalable,

Victoria Violets are less scarce, but they are nevertheless selling at a very high price. The Nice, Cannes and Monte Carlo florists are paying high prices for these flowers, and manufacturers are consequently unable to follow suit, at least as far as the prices paid at the opening of the blossoming season are concerned. The crop available for perfumery purposes will be very small, and prices presumably will be rather high.

Mimosa

We are now right in the midst of the harvest, and the entire countryside in the neighborhood of Grasse, and more particularly that part of it extending between Grasse and the Montagnes de l'Esterel (Mountains of the Esterel). comprises one vast yellow field that calls forth the admiration of people from abroad.

The culture of the Mimosa has become one of very great

importance during the last several years, for not only is a large part of it consumed by the Grasse perfumery industry, but the flowers are being exported to an increasing extent

from year to year.

This flower is so much in vogue on the Riviera that the city of Cannes organized some days ago, in co-operation with the Administration of the Municipal Grand Casino, a socalled Mimosa Festival, which met with great success. The entire city was decorated with these pretty yellow clusters, there were Battles of Flowers, and the carriages were decorated with Mimosa until they resembled veritable sheaves of

The earliest flowers, which bring more than 8 francs per kilogram, are being devoted preferably to the export trade, and along towards the end of the season of bloom the perfumery industry will handle the flowers that remain, which

should then be full-blown blooms.

#### Hyacinth

The earliest flowers are now beginning to come in. They are now pushing through the soil underneath the large olive trees of Grasse, and their beautiful sky-blue color makes a lovely contrast with the silvery shade of the olive trees and the soft grassy sod all around them.

In a few weeks now the perfumery industry will begin to handle these small flowers that give off a sweet perfume. Large automobile trucks loaded down with basketfuls of hyacinths will carry thousands of kilograms of flowers to the works, where they will serve to impart to the petro-leum ethers the sweet effluvia of the earliest flowers of the springtime, of which they are the faithful forerunners.

## Geranium

The rise in price of the essence of the Reunion has not caused a rise in quotations for geranium essences of Algeria and Grasse. Many of the consumers of the Reunion geranium are of the opinion that the present rise is solely due to speculative manipulation and are discontinuing the use of this product, which will unquestionably result in an

(Continued on page 558)

## HIGHEST COURT DECIDES IMPORTERS' TRADE MARK RIGHTS

United States Supreme Tribunal Ends Bourjois Case in Favor of Owners Here—Canadian Jurists Uphold German Owners' Claims in Pebeco Case—Le Blume-Coty Suit Marks Time

The Supreme Court of the United States has handed down a most important decision affecting the United States trade mark rights of importers in a suit brought by A. Bourjois & Company, Inc., against Anna Katzel. The decision, which was delivered by Mr. Justice Holmes, contains the essential features of the litigation and hence is quoted in full, as follows:

"This is a bill to restrain the infringement of the trade marks 'Java' and 'Bourjois' registered in the Patent Office of the United States. A preliminary injunction was granted by the District Court, 274 Fed. Rep. 856, but the order was reversed by the Circuit Court of Appeals, one Judge dissenting. 275 Fed. Rep. 539. A write of certiorari was granted by this Court. 257 U.S. 630. In 1913 A. Bourjois & Cie., E. Wertheimer & Cie. Successeurs, doing business in France and also in the United States, sold to the plaintiff for a large sum their business in the United States, with their goodwill and their trade marks registered in the Patent Office. The latter related particularly to face powder, and included the above words. The plaintiff since its purchase has registered them again and goes on with the business that it bought, using substantially the same form of box and label as its predecessors and importing its face powder from France. It uses care in selecting colors suitable for the American market, in packing and in keeping up the standard, and has spent much money in advering up the standard, and has spent much money in advertising, &c., so that the business has grown very great and the labels have come to be understood by the public here as meaning goods coming from the plaintiff. The boxes have upon their backs: "Trade Marks Reg. U. S. Pat. Off. Made in France—Packed in the U. S. A. by A. Bourjois & Co., Inc., of New York, successors in the U. S. to A. Bourjois & Cie. and E. Wertheimer & Cie."

"The defendant, inding that the rate of exchange enable her to do so at a proutt bought a large quantity of

"The defendant, unding that the rate of exchange enable her to do so at a profit, bought a large quantity of the same powder in France and is selling it here in the French boxes which closely resemble those used by the plaintiff except that they have not the last quoted statement on the backs, and that the label reads 'Poudre de riz de Java,' whereas the plaintiff has found it advisable to strike out the suggestion of rice powder and has 'Poudre Java' instead. There is no question that the defendant infringes the plaintiff's rights unless the fact that her boxes and powder are the genuine product of the French concern gives her a right to sell them in the present form.

"We are of opinion that the plaintiff's rights are infringed. After the sale the French manufacturers could not have come to the United States and have used their old marks in competition with the plaintiff. That plainly follows from the statute authorizing assignments. Act of February 20, 1905, c. 592, § 10; 33 Stat. 727. If for the purpose of evading the effect of the transfer it had arranged with the defendant that she should sell with the old label, we suppose that no one would doubt that the contrivance must fail. There is no such conspiracy here, but apart from the opening of a door to one, the vendors could not convey their goods free from the restriction to which the vendors were subject. Ownership of the goods does not carry the right to sell them with a specific mark. It does not necessarily carry the right to sell them at all in a given place. If the goods were patented in the United States a dealer who lawfully bought similar goods abroad from one who had a right to make and sell them there could not sell them in the United States. Boesch v. Gräff, 133 U. S. 697. The monopoly in that case is more extensive, but we see no sufficient reason for holding that the monopoly of a trade mark, so far as it goes, is less complete. It deals with a delicate matter that may be of great value but that easily is destroyed, and therefore should be protected with corresponding care. It is said that the trade mark here is that of the French house and truly indicates the origin

of the goods. But that is not accurate. It is the trade mark of the plaintiff only in the United States and indicates in law, and it is found by public understanding, that the goods come from the plaintiff although not made by it. It was sold and could only be sold with the good will of the business that the plaintiff bought. Eiseman v. Schiffer, 157 Fed. Rep. 473. It stakes the reputation of the plaintiff upon the character of the goods. Menendez v. Holt, 128 U. S. 514. The injunction granted by the District Court was proper under §§ 17 and 19 of the Trade Mark Act. Act of February 20, 1905, c. 592.

#### "Pecree of Circuit Court of Appeals reversed."

From Ottawa comes the news that the appeal in the "Peleeco" trade mark case has been withdrawn. Lehn & Fink, Inc., of New York, sought to have expunged from the Register of Trade Marks of the Dominion of Canada, the word "Pebeco" as registered in the name of P. Beiersdorf & Co., of Hamburg, Germany, and to have the same registered in their own name as a specific trade mark to be used in connection with the manufacture and sale of tooth paste. The argument was heard in Exchequer Court of Canada by Mr. Justice Audette, who gave judgment in favor of P. Beiersdorf & Co. An appeal to the Supreme Court of Canada was entered by Lehn & Fink, Inc., but the withdrawal gives P. Beiersdorf unrestricted ownership of the trade mark.

PEBECO TRADE MARK CASE ENDS

P. Beiersdorf unrestricted ownership of the trade mark. The trade mark "Pebeco" was registered in Canada in 1907 in the name of P. Beiersdorf & Co. In 1903 an agreement was entered into between the petitioners' predecessors, Lehn & Fink, and P. Beiersdorf & Co. The working arrangement was continued till 1909, when further contracts were entered into between them in regard to the manufacture and sale of "Pebeco" tooth paste.

This arrangement was continued until 1917 when the United States declared war against Germany and the contract was automatically ended through the provisions of the Enemy Trading Act. Certain property of Beiersdorf & Co. was seized by the Alien Property Custodian and transferred to Lehn & Fink, in May, 1919

No such interference with the respective rights of either parties was made by the Canadian Government and the judge found there was nothing in any of the agreements whereby the ownership of the trade mark either in the United States or in Canada was mentioned. The judge found that the Canadian trade mark did not pass under the sale of the Alien Property Custodian and, therefore, remained in the ownership of those who first registered it in Canada.

#### Le Blume vs. Coty Injunction Case Undecided

Decision has as yet not been made by Judge Learned Hand in the U.S. District Court for the Southern District of New York on the motion of Le Blume Import Co., Inc., to procure a preliminary injunction restraining Coty, Inc., B. E. Levy, American agent, and Henry C. Stuart, acting Collector of the Port of New York, from interfering with the importation of French perfumes and cosmetics. This injunction was sought as a counter move to the suits filed recently by Coty against a number of American concerns who re-bottled French perfumes. Acting Collector Stuart is named as co-defendant because the importation of "Origan" perfumes was in his official possession at the time Coty instituted legal proceedings against the number of importers.

It is expected that the opinion of Judge Hand will decide the question as to whether or not Coty Inc. have the exclusive right to the name "Origan" insofar as perfumes are concerned.

The Le Blume Import Co., Inc., are American agents for D'Heraud's Origan perfumes, and Coty in his defense protests against the similarity of the name "Origan" to Coty's L'Origan. The case was argued January 31 and supplementary briefs were filed February 10



# OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION

Gordon M. Day, president of the Flavoring Extract Manufacturers' Association of the United States, and his associates on the board of officers of the association have been extremely busy with its affairs during the last month. Chairman R. H. Bond, of the Legislative Committee, and Thomas J. Hickey, executive secretary and attorney, also have had their time fully occupied. Congress and the State legislatures are being watched carefully.

Mr. Day has issued the following regarding the status of the industry and the business cutbook for 1923:

"In our industry the last three months of 1922 showed a decided renewal of activity, and concerns throughout the industry, with an advance in some raw materials staring them in the face, were able to do a fair amount of business.

"The wage earner has been receiving a fair amount in return for his labor, and unemployment has decreased to a minimum. Large industries in the country are practically sold up, and with this outlook ahead 1923 should show a very fair outlook for the manufacturers.

"The farm outlook is fine, as statistics show that the farmer will have a big crop, and, with business conditions improving as they are, should be able to secure a fair return for the same.

"Unless some most unexpected situation should occur, business should continue to improve and increase during the first six months of the year without fail, and, in all probability, for the entire year.

"The general merchant throughout the country has reduced his stock to a minimum and it would seem that there will be no trouble in having a good and successful year."

Readers of this section will find news of interest in our Washington correspondence, in our page review of General Legislation and in our Trade Notes.

#### Prizes Offered for Articles on Spices

The American Spice Trade Association has announced a scheme for promoting greater use of spices. The association has offered a first prize of \$100 and other prizes amounting to \$300 more, for the most meritorious article published in any American paper or periodical before October 1 showing the healthfulness and importance of increased use of spices.

George H. Carter, general manager of the D. & L. Slade Co., 189 State street, Boston, is chairman of the committee in charge. The judges will be Dr. Harvey W. Wiley of Good Housekeeping. Miss A. L. Pierce of the New York Tribune, and Mrs. M. D. Chambers of American Cookery.

Besides Mr. Carter the committee is composed of N. L. Schmid, Woolson Spice Co., Toledo; F. E. Stillman, J. II. Forbes Tea & Coffee Co., St. Louis; C. A. Thayer, Austin, Nichols & Co., New York; C. L. Newton, Newton Tea & Spice Co., Cincinnati. They have under preparation a booklet giving the history of and facts in regard to raising and preparing spices for the market.

#### SODA WATER FLAVORS MANUFACTURERS

Harry Whittle, of Philadelphia, president, and Thomas J. Hickey, of Chicago, secretary and attorney, together with the legislative committee of the National Association of Manufacturers of Soda Water Flavors, have kept up their activities during the last month in looking out for the interests of the association and of members. Secretary Hickey has collected information about the bills introduced in the legislatures and other subjects, and has transmitted the same to the members with recommendations. Some of these measures directly affect the soda water flavors industry unfavorably and measures are being taken to defeat them, in which work all of the members and their friends and customers are expected to join with vim and vigor.

#### MANUFACTURE OF EXTRACTS IN 1921

The Department of Commerce announces that according to reports made to the Bureau of Census the value of products of establishments engaged primarily in the manufacture of flavoring extracts amounted to \$33,046,000 in 1921 as compared with \$30,117,000 in 1919 and \$11,380,000 in 1914, an increase of 9.7 per cent from 1919 to 1921, and of 190.4 per cent for the seven-year period 1914 to 1921. In addition to the value of products of the classified industry, flavoring extracts to the value of \$14,544,000 in 1921, \$11,287,000 in 1919 and \$4,763,000 in 1914 were reported as subsidiary products of establishments assigned to other industries.

The establishments in the industry were widely distributed throughout the United States, reports being received from 34 states. New York was the leading state, with 84 establishments and products valued at \$9,230,000, or 27.9 per cent of the total value of products for the industry. In July, the month of maximum employment, 2,257 wage

In July, the month of maximum employment, 2,257 wage corners were reported, and in January, the month of minimum employment, 1,844 the minimum representing 81.7 per cent of the maximum. The average number employed during 1921 was 2,054 as compared with 2,188 in 1919.

The statistics for 1921, 1919, and 1914 are summarized in the following statement. The figures for 1921 are preliminary and subject to such change and correction as may be found necessary from a further examination of the original reports.

	19211	19191	19141
Number of establishments	334	3.24	248
Persons engaged	3,410	4.183	3,128
Proprietors and firm members.		356	332
Salaried employees	1.097	1.639	1,335
Wage earners (average number		2.188	1,461
Salaries and wages	\$5,227,000	\$4.678.0(W)	\$2,229,000
Salaries		3.013.000	1.540.000
Wages	2,419,000	1,665,000	689,000
Paid for contract work	18,000	15,000	2.000
Cost of materials		19,410,000	6.308.000
Value of products		30.117.000	11.380,000
Value added by manufacture?		10.699.000	5.072.000

<sup>1</sup> Statistics for establishments with products valued at less than \$5,000 are not included in the figures for 1921. There were 110 establishments of this class, reporting 38 wage earners and products valued at \$277,000. For 1919, however, data for 129 establishments of this class, recording 28 wage earners and products valued at \$271,000, and for 1914, 176 such establishments, with 93 wage earners and products to the value of \$372,000, are included in all items with the exception of "mumber of establishments."

<sup>2</sup> Value of products less cost of materials.

# CANADA'S NEW FOOD RULES AFFECT OILS AND FLAVORING EXTRACTS

The Canadian regulations for labeling sealed packages of food (section 5 (f), food and drugs act, 1920) went into effect January 1, 1923. A declaration is required on all packages sealed by the manufacturer or producer bearing the name and address of the firm or individual, stating the contents of the packages in terms of weight, measure, or number, and the coloring and preservatives used.

Secretary Jacobs, of the Canadian Pharmaceutical Association, supplies the following information of importance to American manufacturers who send foods and flavoring ex-

tracts into the Dominion:

"The new Pure Food & Drug Regulations demand that 'extract' be the official title for any liquids used in flavoring, and set down the following official strength: Almond, 1%; Cassia, 2%; Clove, 2%; Anise, 1%; Orange, 5%. The C.F. is not yet recognized by the Health Department and consequently Lemon must be 5% instead of 2½% as in C.F. No dose can be put on the foregoing: they must be always labelled 'Extract,' and in the case of Peppermint if made 3% in accordance with these regulations, it must be called 'Extract' and no directions given, or if labelled 'Essence' it must have the letters U.S.P., be made one in ten, and may then bear directions as to use, Study these carefully. Prosecutions are being conducted. Salad Oil: Label must state what oil is used. Sweet Oil Must be Olive Oil. As to Camphorated Oil, it bust be B.P. strength and made from Olive Oil or else if made from Cottonseed Oil designated U.S.P. Wintergreen:—3% and in this and any other if artificial oil is used, the word artificial must be part of the title, and in as large letters as the rest."

Following is a summary of the labelling requirements of

the Dominion Pure Food and Drugs Act:

1. A flavoring extract, intended for the purpose of flavoring food, is a solution of correct strength, as hereinafter defined, of sapid and odorous principals derived from an aromatic plant or parts of a plant, with or without its natural coloring matters, and conforms in the name to the plant used in its preparation,

2. The usual solvents employed in the preparation of flavoring extracts are ethyl alcohol, water and glycerine. In the event of any other solvents than ethyl alcohol, water and glycerine being used, such solvents shall be harmless to health, and their names shall be plainly stated on the label.

3. Solutions of natural or synthetic preparations such as vanillin, coumarin, benzaldehyde, methyl salicyate or other sapid and odorous compounds, more or less resembling substances found in plants, or absolutely identical with these, if harmless to health, may be sold for flavoring purposes, if properly labeled so as to make it quite clear that they are not extracts as above defined.

The word "Artificial" or "Imitation" shall appear on the main panel of the main label in type as large and conspicuous

as that used in any other word on the label.

4. If an extract be fortified or strengthened by having such natural or synthetic preparations as are referred to in the immediately preceding paragraph added to it, the fact of such addition shall be clearly stated on the label, or the word "Compound" or "Mixture" shall be used to describe it.

it.

The word "Compound" or "Mixture" shall appear on the label in type as large and conspicuous as that used in any

other word on the main label,

Under the Ontario Temperance Act the sale of an extract is limited to 2½ ounces to a consumer, unless the sale is made to a hotel or restaurant, which can buy not more than three eight-ounce bottles at a time. Retailers are required to keep records of sales.

#### No Inspiration in This Flavoring

An instance of brevity leading to ambiguity is seen in the headline in an American contemporary, "Soda Water Flavors Manufacturers." This refers to the activities of the National Association of Manufacturers of Soda Water Flavors, and not, as might be supposed, to the effects of "Pussyfootism" on the industrialists of the U. S. A.—London Oil and Color Trades Journal.

## PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, toilet preparations, flavoring extracts, soaps, etc.

## Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 10,851 to 11,000 inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the only ones of special interest to our readers concern olive oil. There was one fine of \$25, three seizures were condemned and ordered sold, eleven were condemned and ordered destroyed. One seizure was ordered forfeited and given to a charitable institution.

#### Bill to Define Butter Passes in House

A Federal standard for butter, which has been under discussion for many years, would be definitely determined on the basis of an 80 per cent butter fate requirement, by a bill passed by the House. The measure, which now goes to the Senate, would define butter as a product made exclusively from milk or cream, or both, with or without common salt, and with or without additional coloring matter, and containing not less than 80 per centum by weight, of milk fat. Sponsors of the legislation said it would do away with the "impracticable and unenforceable" 82½ per cent butter fat standard.

#### Food Inspection Decisions 185 to 191

Henry C. Wallace, Secretary of Agriculture, has promulgated in the form of Food Inspection Decision 185 to 191 the new standard definitions announced on soda water flavors, oils, fats and condiments that were printed on pages 500 and 512 of our last issue.

#### Exports of Extracts and Juices Drop

Government reports up to December 1, 1922, give the value of exports of flavoring extracts and fruit juices as \$729,762 for the 11 months, as against \$801,771 for the same period in 1921. November exports were \$33,482, as against \$40,302 in November, 1921.

#### Artificial Coloring of Foods

The Bureau of Food and Drugs of the Department of Health, City of New York, is conducting a thorough survey of the food manufacturing industries for the purpose of procuring information regarding the use of colors in foods. It has been found that certain sausage, frankfurter, and cake manufacturers are using coal tar dyes in their products for fraudulent purposes. When instances of this practice are found recommendations are made to the Corporation Counsel that prosecutions be instituted. When artificial colors or dyes are found in a food factory, which are cyledently intended to be used to deceive the public, these colors will be embargoed, and, unless the use of color is discontinued, the permit under which the factory is operating will be revoked.

#### Better Olive Oil in New York

Olive oil conditions in New York City have improved greatly. The January Health Department report for the previous month showed only one adulterated specimen out of twenty-one samples analyzed in the chemical laboratory.

#### Dr. McGill Retires from Office

Dr. A. McGill, Chief Dominion Analyst since 1907, has announced his retirement. He was the chief premoter of the present Canadian Food and Drug Act.

#### \$22,000,000 in Potential Pineapple Flavor

Advices from Honolulu sum up the pineapple situation in the islands as follows: Hawaii's gross income from pineapples of the 1922 pack will be about \$22,000,000, or almost half of the estimated value of the 1922 sugar outturn, which is \$51,500,000.

Many of the exhibits at the machinery and container show held at Atlantic City in the week of January 22, in connection with the sixteenth annual convention of the National Canners' Association and allied organizations, were of interest to our readers, as many of the appliances are adaptable and in use in the industries in which we are especially concerned.

The American Can Co., as customary, took a prominent part in the convention and exhibition, being represented by F. J. Small, of 120 Broadway, New York. The company entertained the members with a surprise party and dance on the Garden Pier, besides giving away appropriate souvenirs. One of the features was an address by H. W. Phelps, vice-president of the American Can Co., and there was an interesting paper on the canned food industry delivered by George W. Cobb, the assistant general manager of sales.

Illinois Glass Co., of Alton, Ill., showed samples of glass containers for food products, ranging in size from five gallons down to half-ounce capacity, this being a new

feature comparatively of the big company.

Metal Package Corporation of New York showed a wide variety of tea, coffee and spice containers. S. C. Cooling, sales manager of the company, was in charge.

Owens Bottle Co., of Toledo, Ohio, made a fine display of its products as of interest to the canners and others.

The Karl Kiefer Machine Co., of Cincinnati, Ohio, had a very attractive exhibit, including a new vacuum catsup filler and numerous other filling devices, besides other machinery of utility for bottlers of all industries.

National Seal Co., of Brooklyn, showed a startling array of products protected by its duplex seals, samples

of which in many varieties were exhibited.

Economic Machinery Co., of Worcester, Mass., made a good display of its World Label machines for handling body and neck labels, or either alone, on glass or fiber.

Pfaudler Co., of Rochester, N. Y., presented samples of its glass lined metal equipment for manufacturing purposes, which attracted much favorable attention.

Filler Machine Co., Inc., of Philadelphia, Pa., exhibited its "Superior" appliance which fills four containers at once automatically and other devices.

Taylor Instrument Companies, Rochester, N. Y., had on view its temperature instruments, which outdo old time thermometers, for they record and control as well as indicate the degrees of variation in temperature.

The McKenna Brass & Manufacturing Co., Inc., Pittsburgh, Pa., had a large exhibit of the "Haller" automatic filling machines, which it manufactures. There were interested crowds around the machines much of the time. D. M. Hauger, manager of the Haller branch of the company, was responsible for the exhibit.

The United States Bottlers' Machinery Co., of Chicago, exhibited its combination outfit, giving three bottling services in one equipment, and other specialties.

The Automatic O. & J. Machine Co., of Worcester, Mass., had an exhibit of its labeling machines, which are designed for bottles as well as other containers.

The Fred H. Knapp Co., of Yonkers, N. Y., made a display of labeling, wrapping and boxing machines.

Tacks Manufacturing Co., Utica, N. Y., had on view adhesive products, including a bottle labeling machine gum for which superior qualities were claimed.

Edward Ermold Co., New York, presented the new Ermold labeler, a machine with numerous good points. National Labeling Machine Co., Inc., Long Island City, N. Y., made an exhibit of its special machinery.

Owing to ill health, Daniel G. Reid, for many years the dominating factor in the American Can Co., has resigned as Chairman of the Board of Directors, but will continue a member of the board. F. S. Wheeler becomes Chairman and H. W. Phelps, President, Mr. Phelps has been identified with the business since before the American Can Co. was formed, having been one of the proprietors of the Union Can Co., which was acquired by the American Can Co. at the time of its organization. Harry Craver has been elected a director to succeed Franklin Rudolph, deceased. The annual report for the year ended Dec. 31, 1922, showed a balance of \$10,433,350 available for the capital stock which, after allowing for dividends on the preferred shares, was equal to \$18.30 a share earned on the \$41,233,300 common capital stock outstanding. In 1921 the company reported a surplus of \$4,027,861, which, after preferred dividends, was equal to \$2.76 a share on the common stock then outstanding. The 1922 net earnings were \$14,898,925 as against \$7,020,261 in 1921.

New York office employees of the American Can Co. held their annual dinner dance at the Pennsylvania Hotel on February 2, with an attendance of about 700 persons.

Owens Bottle Co. has declared the regular quarterly dividend of 50 cents a share on the common stock and an extra of 25 cents. This is the equivalent of 12 per cent annually, although it is not officially indicated that the higher rate will be permanent. The regular \$1.75 quarterly preferred dividend also was declared. All dividends are payable April 1 to stockholders of record March 16.

Pallas Manufacturing Co., Inc., which has been located at 71 Spring street, New York City for the last two years has outgrown its old quarters and is now located in its attractive new home at 463 East 133rd street, New York City, where it is announced complete facilities for manufacturing metal vanity cases, lip stick holders, eyebrow pencil holders and similar specialties are provided. The company, which has specialized in the manufacture of powder puffs since its inception announces that it will be better prepared than ever to supply the needs of its customers in the new plant. The new factory affords not only much more space than the old one in Spring street, but the equipment and lighting arrangements are such as to facilitate the manufacture of the company's products.

S. B. Kaiden who founded the company is still its active head and he is assisted in the management by George Gussoff.

Readers of Procter & Gamble Ivory soap advertising are being asked whether they desire to have a certain character, Sally Jollyco by name, continue to have a role in future advertising. This request tucked away in space measuring two inches square and reads: "To all Jollyco Fans: Do you want Sally to stay? Sally Jollyco says she doesn't want to be talked about any more in Ivory soap advertisements. You can help us to change her mind by writing her a letter right away. Address Miss Sally Jollyco, 14th floor, 120 West 42nd street, N. Y. C."



Friends of Herbert Kranich, treasurer of the Kranich Chemical Co., Brooklyn, N. Y., will be glad to learn of his marriage on February 15 to Miss Helen Lange, daughter of Mr. and Mrs. Henry Lange of Brooklyn. The ceremony was performed by the Rev. J. C. Stevenson, rector of St. Jules Church, and was attended only by immediate members of the family. Augustus Kranich, father of the bridegroom acted as best man, and Henry Lange, father of the bride, gave his daughter in marriage.

Following the ceremony, the couple departed for a wedding tour which included Washington, Baltimore, Richmond, Annapolis, and points of historical interest in Philadelphia, after which they returned to Brooklyn where they are keeping house at 567 East 22nd street.

Mr. Kranich was graduated from Brooklyn Polytechnical Institute in 1920 after having specialized in chemistry. During the war he served as Second Lieutenant in the Ordnance Department in the Philadelphia Army Munitions Headquarters. He has been affiliated with the Western Electric Co. and Kirkman & Sons and about a year and a half ago, he founded the company which bears his name, with his father, Augustus Kranich as president and his uncle, Arthur Kranich as secretary.

Joseph L. Stummer, B. Sc., Ph. G., who was formerly connected with the Anglo-American Pharmaceutical Corporation and for the last three years with Parfumerie Rigaud as chemist, has embarked in business for himself as a manufacturing and consulting chemist, with offices at 201 Fulton street, New York City. Mr. Stummer will specialize in compacts and other cosmetic specialties and in the installation of plants. Mr. Stummer was graduated from the New York College of Pharmacy with honors in May, 1913, and in May, 1919, he was graduated from Cooper Union with a degree of B.Sc. in chemistry, having completed the regular six years' course. His initial announcement appears on advertising page 74.

S. B. Kaiden, secretary and treasurer of Solar Laboratories, 329 East 29th street, New York, was one of the influential factors in making a success of the fourteenth annual ball of the New York Consumptive Relief League, Inc., which was held at the Waldorf-Astoria Hotel on January 27. Mr. Kaiden is Chairman of the Membership Committee of the league and is assisted by a coterie of energetic men and women, who have helped him to make a gain of 250 in membership in the last year. The cause is a good one and Mr. Kaiden will warmly welcome recruits.

J. L. Plum Co., perfumers, began business in their own plant in Iowa City, Iowa, February 2. With a capital stock of \$50,000 the company intends to manufacture a complete line of flower perfumery and toilet preparations. J. L. Plum, president and general manager, has had lifteen years of experience and A. S. Northup, vice president and chemist, spent more than a decade in the perfume and other laboratories of Detroit. J. L. Cannon, secretary and treasurer, is a son of W. D. Cannon, who formerly conducted a successful perfume and cosmetic business in Iowa City.

Reiff & Co., Philadelphia aunounce their appointment as sole American territorial agents for Philipp Bauer & Co., Germany, and their allied company, the N. V. Transatlantische Handel-Maatschappia, of Germany and Holland.

One of the most beautiful inserts of its kind ever published by this journal appears between advertising pages 16 and 17 of this issue, where Morana Incorporated describes the products and specialties offered and the service rendered by the company. The art and color work is of a high order, setting off to good advantage the interesting text matter which is contained in the eight pages that compose the insert.

Attention is called to the attractive insert of the Henderson Lithographing Co., Cincinnati, Ohio, which appears between advertising pages 122 and 123 of this issue. The obverse side consists of an attractive design on which sample stock labels made by the company are placed so as to give an idea of how they appear on bottles. On the reverse side there is a picture of the factory and a brief description of the service rendered by the company.

A protest of Leo Shapiro & Co., of Minneapolis, in the matter of tablets classified as toilet preparations at 60 per cent. ad valorem under paragraph 48 of act of 1913, but which were claimed to be dutiable only at 25 per cent under proviso of paragraph 17, was sustained in a ruling handed down by the United States Board of General Appraisers in New York. It was found that the tablets in question had medicinal properties.

Charles L. Hamilton, for many years vice-president and general manager of the Potter Drug & Chemical Corporation, Malden, Mass., has been elected president. He succeeds George R. White, who died early last year. Mr. Hamilton will continue his supervision of the firm's sales, which include "Cuticura" soap and ointment and other drug products. Samuel M. Best has been elected vice-president.

Synfleur Scientific Laboratories, Inc., Monticello, N. Y. continue in their insert between advertising pages 8 and 9 the interesting talks on trade conditions which have been a prominent feature of their recent announcements. In the insert in this issue the prospects for business in 1923 are discussed with a perspicacious appreciation of eventualities.

Reiser Co., hair nets, soap, etc., moved its New York office recently to 220 Fifth avenue, Manhattan, Its manufacturing plant continues to be in Brooklyn Borough.

W. F. Mitchell, of the Procter & Gamble Co., Cincinnati, was a recent business visitor to San Francisco.

Dr. Caswell A. Mayo, of the William S. Merrell Co., Cincinnati, addressed the Cincinnati Chemists' Club recently on the "Newer Problems of the Pharmaceutical Manufacturer."

Direct branches of the U. S. Industrial Alcohol Co., this city, have been established in Philadelphia and Pittsburgh They are conducted by the U. S. Industrial Sales Co., Inc. The Philadelphia offices and warehouse are at 141 North Front street, in charge of Glenn E. Richardson. J. F. Whitescarver is manager at Pittsburgh, at room 916 Bessemer building. These branches also represent the U. S. Industrial Chemical Co.



Fritzsche Brothers, Inc., 82-84 Beekman street, New York City, held their annual entertainment at the Hotel Bossert, Brooklyn, on the evening of January 20. It was attended by employees of the company and in addition to the feast provided, an interesting program was provided by R. R. Redanz, chairman, and the members of the committee of arrangements. This included a piano selection by Mrs. O. Meyer and vocal selections by John F. McNamara and William Barnes. An elimination dance proved to be a highly popular feature and congratulations were offered to Miss Sophie Anderson and A. Anderson who won the prizes.

Short addresses were made by F. H. Leonhardt, vice-president, and Julius Koehler, secretary of the company. One of the events of the evening which contributed to the complete success of the affair was the singing of old time songs by those present. Favors distributed to those who attended the affair consisted of bon-bon baskets for the ladies and electric flash lights for the men.

The officers of the company, all of whom were heartily interested in the dinner and dance, are: F. E. Watermeyer, president; F. H. Leonhardt, vice-president; Julius Koehler, secretary and William A. R. Welcke, treasurer.

J. H. Hall, president of Compagnie Parento, Inc., Croton-on-the-Hudson, N. Y., has installed in his office a radio outfit for the benefit of the company's employees at the noon hour. This is the first essential oil house, so far as we have learned, that has taken up wireless as a feature of interest for its workers. It is a neat bit of enterprise.

R. & G. Soap and Supply Co., Binghamton, N. Y., has filed a certificate for its voluntary dissolution.

Stockholders of the J. B. Williams Co., of Glastonbury, Conn., have ratified the action of the directors calling for increasing the capital stock from \$250,000 to \$1,000,000 by means of a stock dividend of 300 per cent. The par value of shares is \$100.

Directors of V. Vivaudou, Inc., New York, have declared a dividend of 50 cents a share on the common stock of the company, which Wall Street believes indicates that the annual rate will hereafter be \$2 per share, although a recent announcement suggests the expectation of a \$3 rate before 1923 ends. The dividend is declared payable March 2 to stock of record February 19. The last previous dividend paid by the company was 25 cents a share on January 2. 1921. The company's report for January estimates shipments at \$625,668, compared with \$408,751 for January, 1921. Orders on hand aggregated \$1,539,986, compared with \$567,479 for January, 1921.

E. A. Bromund Co., 258 Broadway, New York City, begins on advertising pages 73 of this issue the first of a series of announcements describing the various kinds of beeswax and kindred products which it offers for use of cosmetic manufacturers. The company's factory is located at Elmsford, N. Y., and Frank B. Tracy is its Western agent, with offices at 918 Hartford building, Chicago, Ill.

Arthur C. Trask, for twenty years with the Marden, Orth & Hastings Co., has been elected president of the Falk Co., Inc., importers and manufacturers of oils and fatty acids, Pittsburgh, and Victor J. Poll has been made vice-president. The Chicago equipment of the M. O. H. has been moved to Carnegie and added to the Falk plant.

Martha Matilda Harper, Inc., Rochester, N. Y., and an associate member of the American Manufacturers of Toilet Articles, is planning a national advertising campaign to introduce Miss Harper's method of treating the hair into the homes of the country. Until now there has been no advertising either of the Harper Method, or of the Harper Mascaro Tonique and other preparations for the hair manufactured by the firm, all of which have been pushed by means of Harper Shops, operated by graduates of Miss Harper's college in Rochester. There are now about 300 Harper Shops, six being in New York City, scattered through the country, with a few in Canada and in Europe, all independent, but managed precisely as if Miss Harper were present personally, something unique in enterprises of this kind. In our October issue last year we printed a picture of Miss Harper and an illustration of her fine new laboratories in Rochester. In Printers' Ink Monthly for February, this year, there is a very interesting article on Miss Harper's plans, headed: "Developing a Personal Service into a National Business."

William Gunther, secretary and treasurer of Geo. Schmitt & Co., Inc., well known Brooklyn lithographers, sailed on the *President Roosevelt* February 10 for a short business trip to the Continent.

Henry L. Heiter has sued V. Vivaudou, Inc., in the Supreme Court of New York to recover \$3,200 damages for an alleged failure of the defendants to live up to a contract for a supply of metal boxes. Two causes of action are given in the complaint. In the first, it is alleged that an agreement was made for the manufacture and delivery of 100,000 Mai d'Or round rouge boxes with mirrors and bezel for the aggregate sum of \$7,000. A sketch for a cover design was to be delivered to the defendant and it is alleged that this was done, but it was never approved and no shipping instructions for the completed boxes were given.

The second cause of action is based on an agreement whereby Mr. Heiter agreed to manufacture and deliver 100,000 Mavis double compact boxes with mirrors and bezel for the aggregate sum of \$12,000. It is alleged that the plaintiff purchased brass for the manufacture of the boxes and proceeded making them but that no shipping instructions were ever given, and without any just cause or provocation, the defendant cancelled the agreement.

A general denial is entered by the defendant in the answer. It is expected that the case will come on for trial early in April.

H. H. Replogle has resigned as manager of the Intermediates and Certified Food Color Divisions of the National Aniline & Chemical Co., to take the sales management of the Wamesit Chemical Co., Lowell, Mass.

G. P. Metz and E. R. Pickrell, both of H. A. Metz & Co., Inc., New York, have been spending several weeks visiting in Germany, England and France

Kenneth C. Allen, of Stafford Allen & Sons, Ltd., essential oils, London (of which firm Ungerer & Co., New York, is the American representative), and who visited this city last August on his way to the Orient, has passed through Japan. China and the Straits Settlements and is now visiting the firm's agencies in India. His tour of the Far East was planned to occupy six months.

"I return to France with happy assurance that financial America at least is somewhat optimistic with France in her occupation of the Ruhr," said M. Fernand Javal, head of the Paris house of Houbigant, perfumers, just before sailing from New York January 30 on the Berengaria. "Of course, I have listened to many contradictory opinions, but my two weeks' stay in this country has brought me in touch with bankers. They look upon France's action as the only good business solution of a situation that resembles very closely a business predicament that is faced in just the same way in every day business in America.

"What does the American business man do when a firm owes him money and it not only refuses to pay it, but has sent all its cash and securities for deposit to foreign banks? He consults his lawyer. His lawyer tells him that the only recourse he has is to attach the debtor's property, a security that payment will be made. And this is done forthwith. American bankers with whom I have talked told me of numerous similar transactions that are taking place daily in your great country."

M. Javal said that, from correspondence received from Paris written as late as January 19, there was no indication that the Ruhr occupation was disturbing the regular run of business. His Paris partner reported that the perfume factories were all active, and that orders came uninterruptedly, notwithstanding the situation nor the season of the year. His visit to this country, he explained, was for the purpose of arriving at plans for enlarging production in France and of facilitating transportation to meet an increasing demand in America.

Harry J. Fine, of the Fine Products Co., Pittsburgh, Pa., has begun marketing an "alco-heal" rubbing fluid, which contains 93 per cent of specially denatured alcohol and is odorless. The preparation is described as being doubly a "Fine" product. The present supply is absorbed by local wholesale drug houses, but the company is planning to market the product extensively.

Radium Remedies Co., Pittsburgh, Pa., is putting out a face cream and toilet soap for which it makes a claim that both are highly radio-active. The demand, it is asserted, is already running up into the tons.

Charged with attempting to counterfeit the trade mark of "Mary Garden" and the singer's portrait for face powder labels, Jacob Blitzstein, 35, ink salesman, of 83 Gerry street, Brooklyn, received a sentence of 30 days in the workhouse on January 19, in the New York Court of Special Sessions. Testimony showed he ordered 10,000 bogus labels. The trade mark is owned by Henri Rigaud, perfume manufacturer, 90 Beekman street.

Robert B. French, for 15 years with Marx & Rawolle, and well known in the glycerine and chemical industries, has been appointed Eastern sales manager for the Harshaw, Fuller & Goodwin Co., of Cleveland, succeeding the late Thomas M. Starkie.

Oakley & Co., manufacturing perfumers, 339 Fifth avenue, New York, are among the new members who have joined the Fifth avenue Association. Other new members include Herman L. Brooks, perfumes, 714 Fifth avenue and the Hepner Toilet Co., 137 West 44th street.

Elie Nadal, senior partner of Nadal, Desparmet & Cie, Nanterre, France, accompanied by Leon Danco, vicepresident and treasurer of the Belgian Trading Co., 44 Whitehall street, New York City, American and Canadian agents for the company, sailed on the France February 21. Mr. Nadal was very much impressed with conditions in this country which he had been studying since his arrival January 3; and he plans to return to the United States early in June to again visit the trade in this country. Mr. Danco expects to be abroad for two months, combining business and pleasure. He will, of course, visit the firms for whom his company is American agent and he also plans a trip to Italy. L. P. Lamoureux, sales manager for the Belgian Trading Co. returned from a short business trip to Chicago just in time to wish his associates "bon voyage." Mr. Lamoureux was very much encouraged by the outlook in the Chicago territory.

L. M. Goldsmith, 321 Broadway, New York City, announces on advertising page 89 that he is now offering special service for manufacturers of tooth paste.

The C. E. Ising Corporation, manufacturers of perfumery synthetics, with factory and main office at Flushing, N. Y., advise that they have appointed the new firm of Vietor & Hosken, 160 Pearl street, New York City, as sole selling agents of the United States.

Mr. Victor was a partner in the firm of Rockhill & Victor, liquidated last May, and has had wide training and experience in the chemical and allied industries.

William Hosken was formerly vice-president of the Ralph L. Fuller Co., and for five years traveled in Europe, China and Japan establishing branches and also buying and selling chemicals, dyes, oils, etc.

The firm of Vietor & Hosken are also exclusive agents for the Hoshi Pharmaceutical Co., Ltd., Tokio, Japan, who are the largest manufacturers of quinine salts.

Stockholders of the Meyer Brothers Drug Co., St. Louis, have elected the following officers and directors: President, Carl F. G. Meyer; vice-presidents, Otto P. Meyer, Stanley B. Simpson; treasurer, Adolph C. Meyer; secretary, John C. Vaughan; assistant secretary-treasurer, Gustave J. Meyer; assistant treasurer, E. J. Habegger; other directors, Otto P. Meyer, Adolph C. Meyer, Stanley B. Simpson, Tyrrell Williams, John C. Vaughan, Edward P. Schrader, Carl F. G. Meyer.

The experiences of Madame Helena Rubinstein, for quarter of a century a beauty specialist in many parts of the world, including London, Paris and New York, are told in an interesting article by Allison Gray in the American Magazine for December. Mme. Rubinstein was born in Poland, studied medicine in Germany and has lived in Australia and the Orient, but now divides her time among her establishments in this country and abroad, living chiefly in New York City. In the article she discusses cosmetics from practically all angles affecting both men and women, pointing out the dangers of excessive use and showing the benefits derived from the common sense employment of Nature's aids to health, comfort and beauty.

C. H. Bourguet, manager of the American branch of Lautier Fils, Grasse, France, made a trip to Canada recently. Mr. Bourguet is very much encouraged by the development of the business of Lautier Fils since the establishment of its own branch here nearly a year ago.

Frank Kay and H. Bennett, formerly with the Branscombe Chemical Co., have begun business on their own account as the Emerson Chemical Corporation, 98 Chambers street, New York City.

Espiem Co., which has been located at 62 Grand street for four years, has moved to larger quarters at 153 West 15th street, New York City. Samuel L. Pomerantz and Edward A. Rosenberg are the partners interested in the business. They specialize in the Little Bo Peep brand of powder puffs.

Net profits of the American Druggists Syndicate for 1922, after setting up reserve, amounted to \$430,920, compared with a loss of \$883,568 in 1921. C. H. Goddard, president of the syndicate, reports that January, 1923, sales showed an increase of more than 50 per cent over sales for the same month last year.

Jersey burglars have a fine sense for scents. They recently visited Joseph Meyer's drug store in North Bergen and took away \$500 worth of his finest perfumery.

Southern Soap Co., a new \$100,000 concern, of Shreve-port, La., has just begun to distribute Sunshine soap products in Arkansas, Texas and Louisiana. A temporary plant is in operation on the Mansfield road. The officers of the company are: W. A. Vickers, president; R. L. Mayfield, vice-president; J. M. Grimmett, secretary and treasurer; directors, John N. Sandlin, Claude L. Jones, Mrs. J. E. Rhea and T. W. Robertson.

H. W. Cole, president in 1921 and a governor later of the Insecticide and Disinfectant Manufacturers' Association, recently left Barrett & Co., this city, to become vicepresident of Baird & McGuire, Inc., manufacturers of disinfectants, etc., at Holbrook, Mass.

N. J. Smith, for the last year the very efficient assistant to Miss Mary R. Cass, president of the F. N. Burt Co., Ltd., Buffalo, N. Y., has joined the sales forces of the establishment, picking up, in a measure, the threads of work left by the late Harry A. Antram. Mr. Smith, although young, has been with the Burt company for ten years, and his experience in the box manufacturing department, as well as his knowledge of the Burt office routine, ought to make him a very efficient salesman. Frank H. Potter succeeds him in the front office as assistant to Miss Cass

Skvor Drug Co., an old institution of Cedar Rapids, Iowa, has been reorganized as the Skvor Chemical Products, Inc., with the following officers: President, J. M. Skvor; vice-president and general manager, R. S. George; secretary and treasurer, G. Zimerman. Messrs. George and Zimerman, both formerly of Chicago, have had wide experience in sales and advertising. Mr. Skvor has developed several specialties which the new company will manufacture and push extensively.

Advices from Amsterdam report that the N. V. Olicfabrieken Insulinde, of that city, has gone into liquidation, a fact which will be regretted by the company's friends in America. The Nederl Indische Handelsbank is the liquidator.

Dr. W. S. Beekman, of the Puyallup Laboratories, Puyallup, Wash., announces that the plant has undergone a reorganization and a branch will specialize in crushed and whole fruits and extracts, chiefly for the fountain trade. The company has sent us a handsome souvenir of the great Rainier National Park, one of the wonder regions of the North American continent. The Puyallup Laboratories and fruit canneries are situated in the fertile and beautiful Rainier Mountain Valley.

N. A. R. D. Journal prints illustrations of the exhibits made at Detroit by the Frederick F. Ingram Co. and the Armour Soap Works. The Ingram booth contained a miniature stage, with draperies and curtain. A figure representing a famous movie star emerged from and disappeared into a cosmetic jar at half minute intervals. The Armour display also was complete and varied. Both concerns played up their specialties in toilet supplies to great advantage.

Scranton Distributing & Manufacturing Co., manufacturers of extracts, have moved from 504 Lackawanna avenue to Penn avenue and Walnut street, Scranton, Pa.

A list of the principal dealers in drugs and toilet preparations in Naples, Italy, may be obtained by applying to the Chemical Division of the Bureau of Foreign and Domestic Commerce, Washington, and referring to file No. 74875.

Globe Soap Co., Cincinnati, has filed papers to establish a branch office in Birmingham, Ala., and will invest \$25,000 in its business in the State.

William W. Briggs, formerly with the American Optical Co., Southbridge, Mass., is now with B. T. Babbitt, Inc., New York, as advertising manager. His predecessor, H. B. Esselin, is now assistant to C. O. Bridwell, sales manager of the O. J. Gude Co., New York.

The Consulate of Belgium in New York City, announces the organization by the City of Brussels of the Fourth Annual Commercial Fair, which is to be held April 9-25 next year. Information concerning regulations and charges for space may be obtained either from the Committee of the Fair, Maison des ducs 19, Grand' Place, Brussels, Belgium, from the Belgian Consul, 25 Madison avenue, New York.

The advertising accounts of Richard Hudnut, New York, and of the Sanitol Chemical Laboratory Co., dentifrices and other toilet preparations, of St. Louis and New York, have been placed with the Newell-Emmett Co., Inc., New York.

Belcano Products Co., San Francisco, maker of cosmetics, has placed its account with the Lockwood-Shackleford Co., of Los Angeles and San Francisco.

St. Croix Soap Mfg. Co., St. Stephen, N. B., which has been in existence for half a century, is planning an advertising campaign for its Surprise soap powder.

#### **NEWS NOTES FROM GRASSE**

We are pleased to note the award obtained at the Marseilles Colonial Exposition by Lautier Fils, of this city, in the form of a Diploma of Honor for Unrivaled Excellence of its Syrian perfumery products manufactured in its Beyrouth Works. This concern has been classed in the foremost rank—a Member of the Board of Examination.

Mr. Alphonse Morel, a partner in Lautier Fils and Morel & Co., who is already a Member of the Chamber of Commerce. has just been appointed Counsellor of the Foreign Commerce of France.

The same honor has also been accorded to Mr. Honore Guichard, manager of the Société Schmoller & Bompard, who is already president of the Syndicat des Parfumeurs des Alpes Maritimes.

Mr. and Mrs. Alden Scott Boyer, president of Boyer's Chemical Laboratory & Co., of Chicago, who have been spending several months at Grasse, have returned to America by the steamer *France* which was due to leave for New York on February 8.

We are very sorry to report the decease of Madame Veuve Muller, the mother of Mr. Auguste Muller, partner in Bertrand Frères.

## NEW PUBLICATIONS, PRICE LISTS, ETC.

Comparison of Tariff Acts. Published by the United States Tariff Commission; 379 pages; copies at 30 cents can be had from the Superintendent of Documents, Government Printing Office, Washington, D. C. This publication contains the paragraphs of the dutiable schedules and free list of the Tariff Act of 1922; together with the corresponding provisions of the tariff acts of 1909 and 1913. The provisions of special tariff acts subsequent to 1913 and of the Emergency Act of 1921 are indicated in footnotes to the items affected. The volume is fully indexed. Its value for comparison and other reference purposes is indicated by the fact that all tariff legislation in the last decade is conveniently grouped by subjects in one volume.

"A PLEA TO AMERICAN WOMEN" is a timely brochure which really is a message to them on the importance of chemistry to our every-day and national life. It is sponsored by Mrs. Thomas G. Winter, president of the General Federation of Women's Clubs; Mrs. Herbert Hoover, national president of the Girl Scouts and others prominent in similar societies. It should have a wide circulation among the fair sex. It comes from the General Federation of Women's Clubs, 1,734 N street, N. W., Washington, D. C.

"Business Side of Chemical Manufacturing," by Charles Wadsworth, 3d; "Handling the Finished Products of Industry," by Graham L. Montgomery, and "Nascent Phases of Some Basic Chemical Industries," the latter being a symposium of ten articles by authors of prominence in the scientific world, are three reprints of contributions published in *Chemical and Metallurgical Engineering*, New York. They are well worth perusal and preservation by those interested who have not seen them in that journal.

STANLEY MANUFACTURING Co., Dayton, Ohio, sends us two leaflets describing the Stanley line of greeting cards, enclosure cards and metal Christmas seals. A feature of one of the leaflets is the list of suggestions for using the seals.

#### **BOOK REVIEWS**

INDUSTRIAL ORGANIC CHEMISTRY, Samuel P. Sadtler, Ph. D., LL.D., and Louis J. Matos, Ph. D. Octavo 6x9 inches, 707 pages, 141 illustrations; numerous tables; maroon cloth covers; fifth edition revised; Philadelphia, 1923; price, \$9.00.

A number of the more important chemical industries or groups of related industries are treated in this work in simple language so as to be understood by those not specially trained in chemistry.

A companion volume on industrial inorganic chemistry is in contemplation by the authors. The scheme of the book makes it convenient because raw materials which serve as the basis of industrial treatment are described, after which processes of manufacture are given in outline and explained, and then the products, both intermediate and final, are characterized in their composition in many cases as illustrated by the table of analysis. Finally, the most important analytical tests and methods which seem to be of value either in controlling the processes of manufacture or in determining the purity of the product, are given.

The book contains sixteen chapters and an appendix in which are given the metric system, physical and chemical constants of fixed oils and fats, alcohol tables and similar useful data. Among the chapters of particular interest to the trades reached by this journal are the following: Fats and Fatty Oils, Essential Oils and Resins, Fermentation Industries and Natural Coloring Matters. Numerous related industries are also covered so that the book covers in a fairly comprehensive way industrial chemistry, in so far as its organic branch is concerned.

THE RECOVERY OF VOLATILE SOLVENTS, by Clark Shove Robinson, Assistant Professor of Chemical Engineering at the Massachusetts Institute of Technology; formerly chemical engineer with E. B. Badger & Sons Co., author of "Elements of Fractional Distillation." First edition. The Chemical Catalog Company, Inc., 18 East 24th street, New York City. 8vo., 188 pp., \$2.50.

Lord Kelvin has said that we know nothing about a phenomenon until we can calculate its magnitudes. It is upon this firm basis of quantitative data that the subject of volatile solvent recovery is developed in the present volume. A comparison of this book with almost any "technical book" of thirty or forty years ago, especially in the field of chemical technology, will reveal the fact that chemical engineering has risen out of the cloudy realm of rule-of-thumb, tradition and "hunch" into the clear sunlight of exact science.

The book is a model of expository style, beginning with fundamental notions and developing the special conceptions as they are applied. The first six chapters treat of elementary principles, chapters VII-XI discuss the recent development of solid adsorbents, chapters XII-XX cover condensation by cooling and compression, while the last four chapters deal with recovery by scrubbing. As an appendix we are given abstracts of 218 papers and patents pertaining to the subject of solvent recovery, and a table of vaporization data for forty-five compounds which may be used as solvents. The digest of periodical and patent literature is a feature which adds greatly to the value of the book, and its inclusion sets an example which might well be followed by authors of works on special technical subjects

Professor Robinson has very nearly attained the golden

mean between the rigorously scientific point of view and the practical exigencies of industrial conditions. He has, moreover, achieved the maximum of brevity consistent with clearness in presentation. The book is for chemical engineers, and no effort is made to "popularize" the subject, or to evade the bête noire of the calculus. At the same time, all the "short cuts" or practical approximations are given. The author's style is excellent, and his English flawless, as is so rarely the case in technical books.

If any adverse criticism can be made of this volume, it would be of the disproportionately large space given to the subject of adsorption by solid media, a method which is, as yet, not widely applied. The great promise of these methods for the immediate future, however, and the lack, hitherto, of any general treatise upon them, probably justices the author's course. It may be alleged that some of this matter, as well as the specific mention of certain proprietary types of apparatus in other parts of the book, comes dangerously close to advertising. The author's strict adherence to reliable data, and his unbiased point of view, however, allay this suspicion. It would be indeed absurd to shackle the author of a treatis on a special subject like this by requiring him to avoid the mention of the names of manufacturers of essential products or equipment,

Two phases of the total problem of solvent recovery have been intentionally omitted by the author: The evaporation of the solvent from the material in which it has been used, and the subsequent fractional distillation of the recovered solvent to separate it from the absorbing liquid or from other substances present. This is because these subjects have, in the author's opinion, already been treated adequately in other accessible works.

The complexity of the subject of the recovery of volatile solvents, and the sane judgment of the author of the present volume, are both attested by the final sentence of his preface:

"Finally, the author wishes to repeat that in all his experience in the field of solvent recovery, there were no two problems that ever came up alike, and that the solution in every case was different from every other solution. It is necessary to handle each individual problem on its own merits, basing the solution on the experience gained in previous work, tempered by a proper application of the principles of chemical engineering."

DUDLEY H. GRANT.

"Cuz; IAMS, POEMS AND PAPERS," by W. H. Cousins, editor of the Southern Pharmaceutical Journal; 191 pages; price \$3, plus postage, 10 cents; published by Arthur S. Mathis, Dallas, Texas.

Many of our readers need no introduction to Walter Henry Cousins, the George Ade of American pharmacy. His I ams have been commented upon all over the country and many of his poems and prose articles have been reprinted in newspapers and magazines in America and abroad. His writings bristle with originality, sentiment, humor, satire and quaint philosophy in picturing life as seen from the author's many perspectives. Often a single sentence contains the essence of all of these attributes and there runs throughout practically all of his verse and prose a peculiar charm which is exemplified in part in this extract from a large bunch of "I ams" that are gathered together in this volume for the edification of lovers of "horse sense" philosophy, tinged with pathos or caprice, invoking tears, or

smiles, or both, as this new Walt Whitman's whim may move the reader:

#### I Am

- —I am a bouquet that may be placed in the hands of the living but not on the bier of the dead.
- —I drive anger from the face of the fighting man, fear from the lips of a child and arrest the despondent thrust of self-destruction.
- —I am the emblem of universal friendship, a token of love and the greatest asset of the business world.
- I have averted murder, prevented suicide and brought hope to the slough of despond.
- —I have changed poverty to opulence, gloom to gladness and turned right-about the courses of those whose feet had taken hold on hell.
- I lighten the burden of the struggler, temper the day of toil and illuminate life's darkest hours.
- --l am that with which a beggar has bought a crust of bread, the traveler a draught of water and the chantress the throne of a king.

#### I Am a Smile

In a brief review it is impossible to do justice to Walt Cousins's varied effusions, for scarcely any subject of human interest seems to have escaped his facile pen and versatile mind. The collection of his gems is worthy of a place in every library, for in its well printed pages may be found food for cheer and inspiration as rare as it is good, which is saying a great deal, but not too much.

#### **NEW INCORPORATIONS**

(Our readers who may wish to take advantage of this department are advised that it is desirable to write, not send circulars, to more than one of the names mentioned in the incorporations. Except in the case of the incorporation of old firms, the postal people may not have ready reference for addresses of new business enterprises.)

K. O. D. Sales Co., Rochester, N. Y., soaps, radio outfits, \$5,000 capital stock, has been incorporated by F. M. Ryan, J. Medlock, E. G. Ross. Attorney, J. Egelson, Rochester.

Beyer-Frey Chemical Co., polishing and disinfecting powders, \$50.000 capital stock, has been incorporated in Delaware by Thomas Beyer, John H. Frey, John Hill Byrne, Lancaster, Pa. (U. S. Corporation Co.)

Za-Rex Food Products, Inc., Boston, Mass., pure fruit syrups, etc., \$500,000 capital stock, has been incorporated by Maurice S. Walker, president and treasurer; I. E. Simons, clerk, and Anna Walker.

Prism Soap and Chemical Co., Manhattan Borough, New York City, \$50,000 capital stock, has been incorporated by F. C. Battistella, 49 West 97th street, F. Manouso, J. Jordan. Attorney, S. Falk, 291 Broadway.

Citrosol Laboratories, Inc., 130 Market street, Newark, N. J., manufacture toilet articles, \$100,000 capital stock, has been incorporated,

W. H. Crawford Co., 1411 Fleet street, Baltimore, Md., manufacture flavoring extracts and medicines, \$100,000 capital stock, has been incorporated by George Harriman.

Warren Products Co., Inc., 57 William street, Newark, N. J., manufacture toilet preparations, \$125,000 capital stock, has been incorporated.

Sure Grow Hair Tonic, Manhattan Borough, New York City, \$5,000 capital stock, has been incorporated by M. M. Wyckoff, L. I. Davidson, Attorney, M. Wyckoff, 56 West 45th street.

Pine Tree Barber Supply Co., Portland, Maine, \$10,000

capital stock, has been incorporated by Ruth C. Donaldson, South Portland, president; David J. Donaldson and Rex Havener.

Colorado Soap Co., Johnstown, Col., \$100,000 capital stock, has been incorporated by G. Oliver Price, W. E. Letford and W. A. Diffee.

Valsam Products of America, Manhattan Borough, New York City, toilet preparations, \$20,000 capital stock, has been incorporated by Z. Schwartzman, A. Sampedro. Attorney, J. D. Schwartzman, 16 Gates avenue, Brooklyn.

Skournu, Manhattan Borough, New York City, soap, \$20,000 capital stock, has been incorporated by C. A. Levy, L. H. Lazarus. Attorney, J. L. Isrel, 27 Cedar street.

Lashbrow Laboratories Companies, Manhattan Borough, New York City, make cosmetics, \$50,000 capital stock, has been incorporated by J. E. Freshill, E. Zeph, H. F. Reynolds, Attorney, N. P. Cullom, 165 Broadway.

Hayfay Laboratories, Inc., 239 Ninth street, West New York, N. J., manufacture toilet articles, preparations, etc., has been incorporated with capital stock of \$400,000.

Bouvier Laboratories, Inc., Haverhill, Mass., perfumes, toilet preparations, food flavors, etc., \$15,000 common stock, has been incorporated by Theodore N. Bouvier, president; George E. Valling, treasurer; Chester T. Woodbury, clerk and attorney, all of Haverhill.

Emmert Soap Co., Cincinnati, Ohio, \$1,000 capital stock, has been incorporated by F. L. Emmert and George A. Dornette.

Marcelle Laboratories, Inc., Boston, Mass., essential oils, flavoring extracts and syrups, \$25,000 common stock, has been incorporated by Benjamin Ginsberg, Boston, president; Bernard Bernstein, Boston, treasurer; Joseph Weiner, Boston, clerk. Attorney, A. J. Berkowitz, 315 Pemberton building, Boston.

Logan Johnson Co., Boston, Mass., extracts, flavors, syrups, \$600,000 preferred stock and 6,000 shares of common stock without par value, has been incorporated by William A. Emery, Melrose, president; Frederick R. Mattern, West Somerville, treasurer; Henry H. Fuller, Lancaster, clerk; directors, the officers and Joseph Gordon Macleod, Dorchester, Boston; Thomas V. L. Johnson, Boston; Walter F. Wyeth, Newton.

#### IN MEMORIAM FOR DEPARTED FRIENDS

Baskerville, Prof. Charles, New York, February, 1922. Beach, James, head of the old National Soap Manufacturers' Association, Dubuque, Iowa, February, 1918.

FAIRCHILD, HENRY C., founder of Fairchild & Shelton, soap manufacturers, Bridgeport, Conn., February, 1917.

Fels, Joseph, soap manufacturer and single tax advocate, Philadelphia, Pa., February, 1914.

Fox, MAURICE, the original shipper of vanilla beans from Guadeloupe, February, 1919.

HARRIS, FRANK E., founder of the Harris Extract Co., Binghamton, N. Y., February, 1912.

HESS, CHARLES D., Hess Co., perfumers, Rochester, N. Y., February, 1908.

HOOD, CHARLES I., Lowell, Mass., February, 1922.

KAHLE, JOHN WESLEY, president Crescent Mfg. Co., Seattle, Wash., February, 1918.

KIRKMAN, ALEXANDER S., Kirkman & Son, soap manufacturers, Brooklyn, N. Y., February, 1912.

MARSHALL, HERMAN AUGUSTIN, soap manufacturer, Clinton, Mass., February, 1910.

PROCTOR, J. K., long time president of the Philadelphia Textile Machinery Co., February, 1920.

PYLE, JAMES, founder of the Pyle Pearline Co., Shady-side-on-Hudson, N. Y., February, 1912.

Sévène, Henri, managing director Société Chimiques des Usines du Rhône, Paris, February, 1917.

STEARNS, FREDERICK, of Frederick Stearns & Co., manufacturing chemists, Detroit, Mich., February, 1907.

WALTKE, WILLIAM, soap manufacturer, St. Louis, Mo., February, 1916.

Westen, Edward, president of the Edward Westen Tca & Spice Co., St. Louis, February, 1917.

WILLIAMS, WILLIAM C., long head of the Michigan Drug Co., Detroit, February, 1916.

#### Mrs. George Hall

Mrs. Julia Doolittle Hall, widow of George Hall, long a perfume chemist and identified with various important firms, survived him by a little less than two years. Mrs. Hall died in the Ossining Hospital January 27 after a second operation within a brief time for appendicitis. Her illness began only six days before the end.

Mrs. Hall's death was a shock to many friends of her late husband and herself, and there was much sympathy for their son, James H. Hall, who is president of Compagnie Parento, Inc. Addington Doolittle, treasurer of Compagnie Parento, is a brother. Funeral services were held at the home of Mrs. Hall's relatives, 708 Oswego street, Utica, N. Y., on January 30. There were floral offerings from old friends of the departed couple.

#### Mrs. Clarence F. Booth

Mrs. Annie Estelle Maphet Booth, wife of Clarence F. Booth, of the Larkin Co., Buffalo, N. Y., died on February 5 at their home, 52 Woodward avenue, in that city. Mrs. Booth was born in Newport, Ky., March 17, 1862, and was married in September, 1883. Besides her husband, the following children survive her: Mrs. Robert W. Smith, Mrs. Albert C. Finley, Mrs. Dr. Arthur J. Smith, Miss Emily Booth, Frank M. Booth, Donald L, Booth and Earl L. Booth. Mrs. Booth by her amiable qualities had won a large circle of friends and her death elicited much sympathy for the bereaved family.

#### Obituary Notes

George Elliott Brown, vice-president of Swan & Finch, Inc., this city, died January 24 at his home in Norwalk, Conn., after a brief illness, aged 54 years.

Paul R. E. Goetz, for 24 years chemist for the Rome Soap Mfg. Co., Rome, N. Y., was stricken while dining with his wife recently. He also is survived by a son, Paul, Jr., who is completing his studies in chemistry in Germany, and two daughters, Mrs. Emmons Hamlin, of New York, and Miss Ruby Goetz, in Cleveland, O. He was a Scottish Rite Mason and belonged to other societies,

Palmer H. Jadwin, president of O. H. Jadwin's Sons, Inc., wholesale druggists, this city, died at his home in Brooklyn recently, aged 54.

Frank H. Galbraith, secretary of the Yahr & Lange Drug Co., Milwaukee, and long identified with the Middle West wholesale drug trade, died of paralysis in January. He was 67 years of age and leaves his widow.

Herbert L. Carpenter, retired Boston wholesale druggist, died in January in his 70th year.

Willis G. Depew, sundries manager for I. L. Lyons & Co., Ltd., New Orleans, died on January 20.

#### IS NEW INFLATION PERIOD IN SIGHT?

(Continued from page 536)

prices fix the prices even in this country for most of the important crops. It is impossible to raise the prices of these

products by a mere expansion of credits at home.

This means that the farmers are largely outside the scope of an inflationary movement, and non-participants in the benefits. They are within its scope, however, so far as their own purchases are concerned. Their purchasing power is curtailed by every advance of prices in the other industries. Thus they not only fail to benefit by the movement, but they become a drag upon the movement, their purchases diminishing. Will there be buying power enough and confidence enough to carry inflation forward without the farming class? Can the country get into an exuberant state of prosperit with such a one-sided participation?

It is urged that the increased wage payments will greatly increase consumption, but the increases are all added to what somebody must pay, and count just as much for the restric-tion of purchases as for increasing them.

#### A Sound Basis for Prosperity

If we accept the very substantial revival of business which has taken place in 1922 as a natural recovery from an excessive curtailment of industry in 1921, and a natural result of progress made in restoring the equilibrium between the several branches of industry, by reductions in some quarters and advances in others; and if we endeavor in a spirit of harmony and co-operation to restore the equilibrium more completely, in order to obtain such a free and full intercompletely, in order to outain such a tree days change of goods and services that everybody shall be employed and production shall be to the limit of capacity, we have a better year in 1923 than in 1922. That may hope to have a better year in 1923 than in 1922. is the method by which prosperity is achieved.

On the other hand, if the public generally becomes possessed of the idea that a boom is coming, and is willing to borrow and spend upon that belief, it is possible that a short course of inflation may be run. It is always necessary to take into account not only what conditions actually are, but what the majority of people think about them. In the long run, however, it remains true that only a balanced prosperity, which includes all classes and is based upon economical production and just and reciprocal relations can be permanent. Wage advances that make the situation more one-sided than before will tend to choke off the distribution of products.

#### CAGE THE BOTTLE THROWER

Fred S. Rogers, of McMonagle & Rogers, wholesale druggists, of Middletown, N. Y., offers a very interesting solution and a very simple one too, for the elimination of bottle throwing at baseball games, says Bottles. Previously there was an article in Bottles, on the baseball fan, who expresses his displeasure with the umpire's decision or a player's error by hurling a soda bottle at the offender from his seat in the grand stand. A sporting writer in the Chicago Tribune, was quoted saying that bottle throwing at baseball games might be stopped if the sale of soft drinks were confined to stands on the main floor. Needless to say, if this proposal were put into effect, it would greatly decrease the sale of beverages at baseball games. Hence, Bottles thought it a subject for the Association of American Bottlers of Carbonated Beverages to consider.

Mr. Rogers somes to bat with the simple question:

"Why not screen the grand stands all the way around just as most grand stands are now screened back of the catcher's position?" And, pray, why not? Quite a few letters were received on this subject, but this offers the most simple and logical solution.

#### An Expert Who Overshot His Mark (From the London Oil & Cotor Trade Journal.)

An oil man writes to an American journal: "I am disgusted with experts. I sent a sample of water from the well on my lease to an expert analyst. He reports: 'Sir, you have Bright's disease.'"

#### DESIGNS PATENTED

(Continued from page 561)

(Filed Apr. 14, 1922. Serial No. 1,758.) of New York, Term of patent 14 years.

#### PATENTS GRANTED

1,442,528.—Vanity Case, William G. Kendall, Newark, N. J. (Filed June 29, 1920. Serial No. 392,851.) 2 Claims. (Cl. 132-82.)

1. The combination with a vanity case, of a member disposed therein and dividing the case interiorly into compartments in each of which is to be received a cosmetic pad or the like, and means carried by and extending at opposite sides of the member for supporting cosmetic sticks or the

1,442,529.—Partition for Vanity Cases. William K. Kendall, Newark, N. J. (Filed Oct. 14, 1920. Serial No. 416,-848.) 3 Claims. (Cl. 132-82.)

1. A partition for vanity cases and the like comprising side members formed to embrace articles to be retained within the case, and a web connecting the said side members.

1,443,542.—Beauty Box. George Kollstede, Providence, R. I., assignor to V. E. Black Company, Incorporated, a Corporation of Rhode Island. (Filed Feb. 12, 1921. Serial No. 444,280.) 2 Claims. (Cl. 132-83.)

1. In a box of the character set forth, a hollow body, a course a king company of the character set forth.

cover, a hinge connecting the body and cover, and a housing comprising a top, a pocket in the top, and a resilient periperal flange slidably embraced by the body and provided

with a socket receiving the hinge.

1.444.741.—Powder Puff, Elizabeth Guenthean Giles.
Lockport, N. Y. (Filed June 30, 1922. Serial No. 571,964.)

3 Claims. (Cl. 132-78.5.)

1. As a new article of manufacture, a main powder puff having receptacle thereon of flexible material, draw strings for closing said receptacle, and applicator puffs at the ends of the draw strings.

#### GRASSE REPORT FOR FEBRUARY

(Continued from page \$43)

immediate and very appreciable weakening in the price. There is no real reason to warrant the present Reunion prices, as they are now higher than the prices of the Algerian geraniums, which yield a perfume twice as strong as the other product. It would not be at all surprising if there should be a decline of 40 per cent before long in Reunion, especially if the consumers do not encourage the present rise.

#### Mint

The dizzy rise of the pound sterling has led to an appreciable over-bidding for the oils of foreign mint, but, very fortunately, the consumption of it is not very important. The oil of Grasse mint is still interesting for overseas countries, in view of its price, which, in consequence of the exchange rate situation, proves to be very low for American and English consumers.

The demand is always active and a slight rise is to be expected, inasmuch as there is only about one-fifth of the last crop left.

#### Thyme, Rosemary, Sage, Aspic

There is nothing of particular interest to relate with respect to these oils, The demand continues unchanged, without either a rise or a decline to report.

The rise in the products of Spain puts the French oils in

a position of advantage.

#### Summary

There is a resumption in business to be reported, and this would be still more important if present political conditions had not caused a temporary stoppage in transactions Nevertheless, the exports from Grasse are important, and there is great activity in almost all of the houses.



#### NOTE TO READERS

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

Of the trade-marks listed, those whose numbers are preceded by the letter "M" have been granted registration under the Act of March 19, 1920. The remainder are those applied for under the Act of February 20, 1905, and which have

been passed to publication.

Inventions Patented are designated by the letter "P." Designs Patented are designated by the letter "D,"

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to PATENT AND TRADE-MARK DEPT.,

14 Cliff St., New York. Perfumer Pub. Co.

## TRADE-MARK REGISTRATIONS APPLIED FOR (Act of Feb. 20, 1905).

130,663.—A. Engelhard & Sons Company, Louisville, Ky. (Filed Apr. 5, 1920. Used since Mar. 1, 1902.)—Coffees, Teas, Extracts for Food Flavoring Purposes, Canned Fruits,

Canned Vegetables, Canned Fish, and Rice.
136,571.—Smith, Kline & French Co., Philadelphia. Pa.
(Filed Aug. 27, 1920. Used since Aug. 8, 1917.)—Talcum

Powder.

144,157.-157.—E. Schueller, Paris, France. Used since Sept. 8, 1908.)—Soaps. (Filed Feb. 28,

150,694. — Jules Lequy, doing business as Artemisia.

Montreal, Quebec, Canada, (File since May 20, 1921.)—Hair Tonic. (Filed July 20, 1921. Used

151,858.—The VanCamp Packing Company, Inc., Indianapolis, Ind. (Filed Aug. 16, 1921. Used since Dec. 8, 1920.) Soap.

153,236. -John Herbert Browne, Aldwich, London, England. (Filed Sept. 23, 1921. Used since June 10, 1908.)—Face Creams, Face Powders, Hair Tonic, Bath Crystals, Hair and Flesh Tonic Water, Perfumed Oils, Perfumes, and Perfume Extracts.

153,613.—R. Odell & Sons Company, Newark, N. J., assignor to The Odell Company, Newark, N. J., a Corporation of New Jersey. (Filed Oct. 1, 1921. Used since June, 1918.)—Hair Tonic.

153,615.—R. Odell & Sons Company, Newark, N. J., assignor to The Odell Company, Newark, N. J., a Corporation of New Jersey. (Filed Oct. 1, 1921. Used since June, 1918.)-Hair Tonic.

153,884.—Frederick F. Ingram Company, Detroit, Mich. (Filed Oct. 8, 1921. Used since 1920.)—Rouge and Face Powders.

156,904.—Andrew Jergens Company of California, Burbank, Calif. (Filed Dec. 19, 1921. Used since Nov. 19, 1921.)—Toilet Soap. 156,904.-

157,330.—David Mason, doing business as Elinette Co., New York, N. Y. (Filed Dec. 30, 1921. Used since Aug. 15, 1921.)—Toilet Preparations—Namely, Toilet Water, Powder, Cream, Perfume, Lip Stick.

158,203.—Charles J. Wallace, doing business as Wallace & Co., Duluth, Minn., assignor to C. J. Wallace Co., Inc., Duluth, Minn., a Corporation of Minnesota. (Filed Jan. 20, 1922. Used since Dec. 1, 1921.)—Hand Lotion, Toilet Water, Face and Talcum Powder, Perfume, Rouge, Nail Polish, Mouth Wash, Tooth Paste, and Tooth Powders.

159,847.—L. Chatham, Sr., Products Company, Milwau-kee, Wis. (Filed Feb. 27, 1922. Used since Dec. 10, 1920.) -Soaps.

161,372.—The New Zealand Refrigerating Company, Limited, Christchurch, New Zealand. (Filed Mar. 28, 1922. Used since Aug. 24, 1905.)—Tallow largely Used in Soap

161,400.—Model Barber Supply Co., Peoria, Ill. (Filed Mar. 27, 1922. Used since about Mar. 1, 1920.)—Massage and Face Creams, Shampoos, Toilet Waters, Talcum Powders.

Powders.

161,774.—The Fries & Fries Company, Cincinnati, Ohio.
(Filed Apr. 5, 1922. Used since Feb. 1, 1922.)—Lotions for
External Use, Particularly Alcohol for External Use.

162,762.—Thomas F. Naughtin, doing business as T. F.
Naughtin Co., Omaha, Nebr. (Filed Apr. 22, 1922. Used since 1912.)—Bakers' and Confectioners' Supplies—viz, Food-Flavoring Extracts, Doughnut Flour, Malt Sirup for Food Purposes, Spices, Nut Meats, Cocoa, Cornstarch, Gelatin, Molasses, Milk Powder, Condensed Milk, Meringue Powder, Marshmallow, Powder, Lemon Oil, and Cottonsed Oil.

Marshmallow Powder, Lemon Oil, and Cottonseed Oil. 163,167.—Frederick F. Horst, doing business as Northwest Chemical Co., Bellingham, Wash. (Filed May 1, 1922. Used since July, 1921.)—Washing Tablets, Washing Compounds, Windshield Cloths, and Chemically-Treated Polishing (Joths.) ing Cloths.

-M. E. Brinckerhoff, San Diego, Cal. 163,6125 May 10, 1922. Used since Jan. 1, 1917.)—Toilet Lotions.

163,886.—Joseph Henry Karp, New York, N. Y. (Filed May 15, 1922. Used since May 1, 1919.)—Nail Bleach, Nail Cake Polish, Nail Stone Polish, Nail Paste, Cold Cream, Vanishing Cream, Massage Cream, Tooth Paste, Face Powder, Talcum Powder, Complexion Powder, Tooth Powder, Perfume, Toilet Water, Skin Lotions, Witch-Hazel, Satchet Powder, Lip Stick, Rouge, Hair Tonic, Glycerine, Rosse, Water, Almond Cream, Astringent, Brillantine, Bay Satchet Powder, Lip Stick, Rouge, Hair Tonic, Glycerine, Rose-Water, Almond Cream, Astringent, Brillantine, Bay Rum, Foot Powder, Florida Water, Hair Dye, Peroxide of Hydrogen, Powder and Liquid Hair Whitener, Lemon Cream for Bleaching and Whitening the Skin, Henna Shampoo, Cuticle Cream, Cuticle Salve, Tar Shampoo, Cocoanut Oil Shampoo; Medicated Salve for Cuts, Burns, Sunburn, Blisters, Piles, Chafing, and Abrasions; Eyebrow Pencil, Nail-Bleach Paste, Nail-Bleach Liquid.

165,411.—Perkins Products Co., Hastings, Nebr. (Filed June 12, 1922. Used since Apr. 28, 1922.)—Toilet Preparations—viz, Vanishing Cream. Massage Cream, Cold Cream, Rose-Leaf Jelly, Benzoin and Almond Lotion, Face Powders, Talcum Powder, Foot Powder, Perfume, Toilet Water, Deodorant, Hair Remover, Lip Rouge, Rouge Compact, Dental Cream, Hair Tonic and Liquid Hair Shampoo, and Medicinal Preparations-viz, Toothache Drops, Corn and Wart Remedy, Carbolic Salve, Castoria, Sirup of Figs and Senna; Liniment used for Sprains, Bruises, Sore Muscles, Lumbago, Backache, Rheumatism, Sore Throat, and Headache; Healing Oil, Cough Sirup; Vapor Ointment Used for Colds, Croup. Pneumonia, Coughs, Sore Throat, Tonsillitis, Catarrh, Whooping Cough, Bronchitis, Asthma, Piles, Burns, Sprains. and Surface Inflammation; Aspirin Tablets, Laxative Cold Tablets, and General Tonic Tablets and Constitutional Tonic.

165,460.—Patrician Olive Oil Corp., New York, N. Y. (Filed June 13, 1922. Used since May 25, 1922.)—Olive Oil. 166,368.—Edward J. Hatton, doing business as Hatton Mfg. Co., Chicago, Ill. (Filed July 1, 1922. Used since Sept. 9, 1921.)—Hair Tonic.

166,652.—Crysto Soap Co., Aurora, Ill. (Filed July 10, 1922. Used since May 25, 1922.)—Mineral Soap.
166,969.—Acme Flavoring Co., Portland, Oregon. (Filed July 17, 1922. Used since Feb. 1, 1918.)—Food Flavoring Extracts.

166,970.—Thomas H. Adams, doing business as Cushman Drug Co., Vincennes, Ind. (Filed July 17, 1922. Used since 1912)—Salve or skin Balm Which is an Antiseptic Dressing in Ointment Form for Burns, Flesh Wounds, Scalds, Bruises, Insect Bites, Eczema, Sores, Croup, and All Inflammations, and Which May be Effectively Used in the Treatment of Catarrh, Tetter, Ringworms, Boils and Piles, and Which May be Used to Soothe and Allay Skin Irritations After

167,135.—Annette Lanzet, doing business as Lanzette Laboratories, San Francisco, Calif. (Filed July 20, 1922. Used since Dec. 1, 1921.) - Face Cleanser Consisting of a Specially-Prepared Tissue Paper Applied to the Skin for Removing Excess Oil, Face Cream, Talcum Powder, Face Lotion, and Massage Pad Consisting of a Pumice-Stone Preparation Used for Checking and Removing Superfluous

167,153.—Arthur Winarick, New York, N. Y. (Filed July 20, 1922. Used since Sept. 15, 1921.)—Face Powders, Face Creams, Perfumes, Toilet Waters, Rouges, Hair Tonics, Dentifrices, Tooth Powders, Deodorizing Preparations, and Sachet Powders,

167,178.—Joseph Henry Kark, New York, N. Y. (Filed July 21, 1922. Used since May 1, 1919.)—Powder, Liquid, Paste, and Bar Bleaches for Hats, Shoes, and Fabrics; Powder Bleach, Tooth Bleach, Skin Bleach, Carbonate Mag-Powder Bleach, Tooth Bleach, Skin Bleach, Carbonate Magnesia Powder, Oxalic Acid, Sodium Thio Sulphate, Sodium Aluminum Sulphate, Citric Acid, Button Bleach, Paste Bleach, Powdered Carbonate Magnesia, Corbonate Magnesia Technical, Shoe Bleach, Clothes Bleach, Mouth Bleach, Oil Bleach, White Henna Powder, Flowers of Sulphur, Alum. Dye Bleach, Sulphate Tattric, Feather Bleach, Straw Bleach, Liquid Bleach, and Cotton Bleach.

167,218. -Guillaume Bailet, Hendon, London, England. (Filed July 22, 1922. Used since Oct. 29, 1918.) - Dyes for the Hair.

167,270.—Wm. Schield Mfg. Co., St. Louis. Mo. (Filed July 22, 1922.) Used since July 12, 1922.)—Lye. 167,397.—The E. C. Harley Company, Dayton, Ohio. (Filed July 26, 1922.) Used since July 15, 1922.)—Toilet Creams, Perfumes, Toilet Waters, Toilet Lotions, Face Powders, and Talcum Powders,

167,398,—The E. C. Harley Company, Dayton, Ohio. (Filed July 26, 1922, Used since July 15, 1922.)—Toilet Creams, Perfumes, Toilet Waters, Toilet Lotions, Face Powders, and Talcum Powders.

167,399.—The E. C. Harley Company, Dayton, Ohio. (Filed July 26, 1922, Used since July 15, 1922.)—Toilet Creams, Perfumes, Toilet Waters, Toilet Lotions, Face Powders, and Talcum Powders.

167,500.—W. & H. Walker, Inc., doing business as Thomas Chemical Co., Pittsburgh, Pa. (Filed July 27, 1922, Used since June 19, 1922.)—Alcohol Rubbing and Bathing Prepa-

167.783.—Otto Karl Quast, doing business as The Nix-Lix Co., Spokane, Wash, (Filed Aug. 3, 1922.) Used since July 9, 1922.)—Hair Tonic and Dandruff Remedy.

168,004.-Philomena Schmalz & Co., Pitcairn, Pa. (Filed Aug. 9, 1922. Used since July 18, 1922.)—Hair Restorer. 168.075.—The Snowdust Company, New York, N. Y. (Filed Aug. 10, 1922. Used since June 25, 1922.)—Wash-

ing Compound.

168,417 - Harry Karton, doing business as Purity Chemical Co., Philadelphia, Pa. (Filed Aug. 18, 1922). Used since July 27, 1922) -- Face Powder, Rouge, Toilet Creams, Toilet Powder, Perfumes, and Sachet Powder.

168.430.—William J. Popp, doing business as Fort Orange Chemical Company, Albany, N. Y. (Filed Aug. 18, 1922.)—Hand Soap.

168,515.—J. E. Curran Corporation, New York, N. Y. (Filed Aug. 21, 1922, Used since Aug. 8, 1922.)—Dandruff Remedy, Toilet and Skin Preparation, 168,528.—Edward J. Hatton, doing business as Hatton Mfg. Co., Chicago, Ill. (Filed Aug. 21, 1922, Used since 14, 1016.)

Aug. 14, 1916.)—Hair Tonic.

168.535.—Edward F. Koss, doing business as Koss Products, Washington, D. C. (Filed Aug. 21, 1922. Used since Jan. 1, 1922.)—Antiseptic and Cooling Lotion for Use After Shaving.

168,588.—The New Zealand Refrigerating Company, Limited, Christchurch, New Zealand, (Filed Aug. 22, 1922. Used since July 30, 1896.)—Tallow Largely Used in Soap

168.629,—Charles G. Boyd, Bethlehem, Pa. (Filed Aug. 24, 1922. Used since Aug. 17, 1922.)—Foot Powders, 168.725.—George Pagonis, doing business as George Pagonis Co., New York, N. Y. (Filed Aug. 26, 1922. Used since July 1, 1922.)—Hair Tonic, Toilet Waters, Colognes, and Cold Creams.

168.745.—Lenna Therress Alexander, Tulsa, Okla. (Filed Aug. 28, 1922. Used since June, 1922.)—Hair Tonic.

168,952.—The J. B. Williams Company, Glastonbury, Conn. (Filed Aug. 31, 1922, Used since November, 1902.) -Preparation for the Hair and Beard.

168,956.—Chesebrough Manufacturing Co., Consolidated, New York, N. Y. (Filed Sept. 1, 1922. Used since Nov. 26, 1912.)—Petroleum Jelly and Preparations Thereof.

169,167.—Fred H. Gross, Wilkes-Barre, Pa. (Filed Sept. 7, 1922. Used since Aug. 18, 1922.)—Shaving Cream in the Form of a Soap Paste Used Before Shaving.

169,230.—Toilet Products "A" Company, New York, N., (Filed Sept. 8, 1922. Used since June, 1920.)—Bay

169.357.—Glenco Chemical Co., Troy, N. Y. (Filed Sept. 12, 1922. Used since Feb. 1, 1922.)—Cleansing Powder.

169,641.-Marshall Field & Company, Chicago, Ill. (Filed Sept. 18, 1922. Used since March 26, 1912.)—Sachet Powder, Face Powder, Vanishing Cream, Talcum Powder, Compact Face Powder, Compact Rouge, Cold Cream, Lip Stick, Bath Salt, Eyelash Beautifier, and Vegetale.

-Ralph W. Whitaker, New York, N. Y. (Filed Sept. 22, 1922. Used since Sept. 5, 1922.)—Hair Dressing.

169,878.—The Stomatol Company of America, Highland ark, Ill. (Filed Sept. 23, 1922.) Used since Sept. 1, 1922.) Park, Ill. -Liquid Shaving Soaps.

-Liquid Shaving Soaps.

169.980.—Merck & Co., New York, N. Y. (Filed Sept. 27, 1922. Used since Aug. 11, 1922.)—Talcum Powder.

170.022.—A. J. Krank Mfg. Co., St. Paul, Minn. (Filed Sept. 28, 1922. Used since Oct. 21, 1910.)—Face Lotion,

170.049.—United Drug Company, Boston, Mass. (Filed Sept. 28, 1922. Used since Dec. 8, 1921.)—Perfume Extract, Toilet Water, Cleansing and Vanishing Cream.

170.056.—Continental Drug Corporation, St. Louis, Mo. (Filed Sept. 29, 1922. Used since Jan. 1, 1920.)—Toilet Articles and Preparations—Namely, Vanishing Cream, Cold Cream, Extract (Perfume), Toilet Water, Lip Stick, Eyebrow Pencil, Rouge, Compact Powder, Talcum Powder, Deodorant, Depilatory, Face Powder, and Nail Polish.

170.083.—Paul Prot & Cie., doing business as Parfumerie

170.083.—Paul Prot & Cie., doing business as Parfumerie Lubin. Paris, France. (Filed Sept. 29, 1922. Used since March. 1920.)—Perfumes, Toilet Waters, Face Powder,

Talcum Powder, Face Lotion, Face Cream and Rouge.

170,084.—Paul Prot & Cie, doing business as Parfumerie
Lubin, Paris, France, (Filed Sept. 29, 1922. Used since
June, 1912.)—Perfumes, Toilet Waters, Face Powder, Tal-

cum Powder, Face Lotion, Face Cream, and Rouge.

170,085.—Paul Prot & Cie, doing business as Parfumerie Lubin, Paris, France. (Filed Sept. 29, 1922. Used since June, 1912.)—Perfumes, Toilet Waters, Face Powder, Talcum Powder. Face Lotion, Face Cream, and Rouge.

170.087.—Paul Prot & Cie, doing business as Parfumerie Lubin, Paris, France. (Filed Sept. 29, 1922. Used since Oct., 1920.)—Perfumes, Toilet Waters, Face Powder, Tal-

Oct., 1920.)—Perfumes, Toilet Waters, Face Powder, Tar-cum Powder, Face Lotion, Face Cream, and Rouge. 170,153.—Louis Philippe, Inc., New York, N. Y. (Filed Sept. 30, 1922. Used since 1913.)—Tooth Paste and Tooth Powder.

170,168.—Waukee Company, Indianapolis, Ind. Sept. 30. 1922. Used since April 15, 1921.)—Hair Dressing in Liquid Form to be Rubbed into the Hair and Scalp. 170.202.—Ray O. Lee, Kansas City, Mo. (Filed Oct. 2, 1922. Used since Dec. 5, 1921.)—Dentifrice. 170.229.—V. Vivaudou, Inc., New York, N. Y. (Filed Oct. 2, 1922. Used since Aug. 29, 1922.)—Rouge and Face Powder in Correct Form.

Powder in Compact Form.

170,256.—Nature Products Company, Tonopah, Nev. (Filed Oct. 3, 1922. Used since Aug. 4, 1922.)—Tooth Powder and Tooth Paste.

170,343.—The Sopura Soap Products, Inc., New Rochelle, N. Y. (Filed Oct. 5, 1922. Used since Sept. 26, 1922.)—Laundry and Toilet Soaps.

Laundry and Toilet Soaps, 170,390.—Alexander Karpman, doing business as Kiki Manufacturing Company, New York, N. Y. (Filed Oct. 6, 1922. Used since June 14, 1922.)—Perfumes. 170,410.—Standard Oil Company, Incorporated in New Jersey. Bayonne, N. J. (Filed Oct. 6, 1922. Used since July 29, 1922.)—White Mineral Oil. 170,493—Virginia C. B, Lambert, doing business at Ozark Chemical Co., Arcadia, Mo. (Filed Oct. 9, 1922. Used since Sept. 7, 1922.)—Nail Emolient or Polish.

170,531.—Latheral Soap Company, Tampa, Fla. (Filed Oct. 10, 1922, Used since May 28, 1922.)—Soap.

170,533.—Morana, Incorporated, doing business as Compagnie Morana, New York, N. Y. (Filed Oct. 10, 1922. Used since Sept. 1, 1918.)—Odoriferous Products Suitable for Use in the Production of Soaps and Perfumes.

170.550.—Security Drug Co., Alameda, Calif. (Filed Oct. 10, 1922. Used since June 1, 1921.)—Hair Shampoo, Dandruff Remover, Hair Tonic, and Scalp Cleanser. 170.654.—LeBenart Import Co., Inc., New York, N. Y. (Filed Oct. 12, 1922. Used since Jan. 1, 1922.)—Perfumes. Toilet Waters, Liquid Brilliantines, Solid Brilliantines, Face Powders, Toilet Powders, Sachet Powders, Face Rouges, Lip Sticks

Lip Rouges, Lip Sticks. 170.697.—Alfred T. Silene, Cambridge, Minn. (Filed Oct. 13, 1922. Used Since Oct. 1, 1922.)-Hair Saver and Hair Darkener.

170,710.—Colgate & Company, Jersey City, N. J. (Filed ct. 14, 1922, Used since May, 1922.)—Soap.

170,810.—Julius Ehmann, doing business as Oliveine Laboratories, Newark, N. J. (Filed Oct. 17, 1922. Used since June, 1922.)—Hair Tonics.

170,816.—Golden Ray Manufacturing Co., Philadelphia, Pa. (Filed Oct. 17, 1922. Used since March, 1922.)—Hair Tonics.

170.893.—Nubright Company, Concord, Calif. (Filed Oct. 18, 1922.) Used since Jan. 1, 1922.)—Washing Powder. 171,249.—The Bonnie-B Company, Inc., New York, N. Y. (Filed Oct. 27, 1922. Used since Fcb. 15, 1921.)—Powder

171,171.—Richard Hudnut, New York, N. Y. (Filed Oct. 25, 1922. Used since Oct., 1916.)—Cleansing Creams, Vanishing Creams, Perfumes, Face Powders, Toilet Waters. Talcum Powder, Cold Creams, and Tooth Powder Put Up to Combination Packages or Cases Containing Two or More of the Products to Which the Trade Mark is Applied of the Products to Which the Trade-Mark is Applied.

171,180.—John H. Martin, doing business as Dermavel Laboratories, New York, N. Y. (Filed Oct. 25, 1922. Used since July 28, 1922.)—Toilet Preparations—viz., Toilet Clay. 171,333.—Lionel Trading Co., Inc., New York, N. Y. (Filed Oct. 28, 1922. Used since Oct., 1921.)—Perfumes.

## TRADE-MARK REGISTRATIONS GRANTED (Act of March 19, 1920).

These registrations are not subject to opposition.

163,536.—Agnes J. Smith, Washington, D. C. (Filed Aug. 1922. Serial No. 167,899. Used since May, 1907.)—

Hair Tonic.

163.544.—V. Vivaudou, Inc., New York, N. Y.
Aug. 24, 1921. Serial No. 152,146. Used since A
1921.)—Face Powders and Rouges,
163.546.—Weichsel Laboratories, Dallas, Tex.
Lan. 14 Used since Aug. 10,

163.546.—Weichsel Laboratories, Dallas, Tex. (Filed Dec. 7, 1921. Serial No. 156.427. Used since Jan. 14, 1921.)

—A Chemical Preparation for Use as a Skin Curative.

163,830.—C. Alexander Murray, doing business as Upton Supply Company, Pawtucket, R. I. (Filed Sept. 5, 1922. Serial No. 169,068. Used since August, 1914.)—Shampoo Soap

163,855.—Pennsylvania Soap Company of Lancaster, Pa., Lancaster, Pa. (Filed Oct. 14, 1922. Serial No. 170,727. Used since 1912.)—Soaps.
163,860.—Morris Crupain, New York, N. Y. (Filed June 10, 1921. Serial No. 148,927. Used since January, 1917.)— Powder Puffs.

#### DESIGNS PATENTED

61,829.—Bottle. Fernand Javal, Paris, France. (Filed pril 7, 1922. Serial No. 1,618.) Term of patent 14 years. 61,840.—Bottle. Albert V. Baxter, Warrington, England, 61,829.—Bottle. April 7, 1922. Ser ol.840.—Bottle. Albert V. Baxter, Warrington, England, assignor to Erasmic Company Limited, Warrington, England, a Corporation of Great Britain. (Filed Feb. 2, 1921. Serial No. 442,000.) Term of patent 3½ years. 61,917.—Perfume Container. Frederick G. Manners, Trenton, N. J. (Filed Apr. 12, 1922. Serial No. 1,698.) Term of Patent 3½ years. 61,918.—Bottle. Frank J. M. Miles, New York, N. Y., assignor to Cheramy, Inc., New York, N. Y., a Corporation

(Continued on page 558)



#### AUSTRALIA

ANTI-DUMPING ENFORCED.—The Australian Government has imposed anti-dumping on the following goods: Under section 9 (dumping preference duty), when imported from Germany: Scientific apparatus; eau de Cologne, all sizes (Johann Maria Fárina); fine-tooth combs; safety razors; eau de Cologne (Roger & Gallet, Paris), when originating in or exported from France.

#### BULGARIA

OTTO OF ROSE.—Consul Graham H. Kemper, in a recent report on Bulgarian trade, records the following exports of otto of rose to the United States as having been declared at the consulate in Sofia: 1920, 22,390 ounces, valued at \$148,-187; 1921, 10,593 ounces, worth \$48,660.

Imports of perfumery into Bulgaria, chiefly from Germany and Austria, were valued at about \$20,000 in 1920 and \$48,000 in 1921. None was received from the United States.

#### CHINA '

Perfumery, Cosmetics and Soaps.—Statistics of Hong-kong's trade just received from Consul General William H. Gale show these comparative facts: Imports of cosmetics and perfumery: 1920, £80,276; 1921, £70,224. Exports of same: 1920, £389,886; 1921, £290,505.

Total soap imports: 1920, £321,043; 1921, £92,227. Exports of soap are not reported separately.

Of cosmetics and perfumery the details of imports from the three leaders follow for 1921: From the United States, £25,006, a falling off of £15,000; from the United Kingdom, £14,065, a gain of £3,000; from Japan, £5,898, a loss of £1,000. It will be seen that the British got some of the American and Japanese trade in these articles.

Common soap imports from the three leading nations in 1921 were divided as follows: United States, £803, a drop from the previous year of £9.000; United Kingdom, £7.954, a decrease of £62,500; Japan, £7.771, a falling off of £79,000. In supplying fancy and toilet soaps the United States retained first place, with £8,947, but suffered a loss of £24,-366; United Kingdom, £8,267, a drop of about £7,000; Japan, £4,190, a decrease of £1,200.

#### **ECUADOR**

Foreign Trade Exchange Control.—In an effort to control exchange, the exportation of all merchandise from Ecuador (including parcel-post shipments) is under license, all duties being required to be paid in foreign currency and all exoprts to be invoiced with prices estimated in foreign currency. All foreign drafts obtained from exports must be turned over to the Government through the consulting economic commission at a rate fixed daily by this commission. The rate is governed by the selling price of cocoa in the (Continued on page 564)

# THE MARKET Essential Oils, Aromatic Chemicals, Etc.

The essential oil industry is going at a much faster pace than it was a month ago, if reports received from all quarters of the trade are reliable. So many conflicting factors dominate the general position that it is difficult to explain with any degree of accuracy why so many products have gone up. A safe generalization utilized by some observers is that the market is under-supplied. All of the so-called spice oils have experienced a steady upward movement, resulting from the scarcity and rising trend of the raw materials. The attention of the trade generally has focused on the shortage which has driven oil of citronella to the highest point in several years. There is very little of the oil being offered from Ceylon, although future shipments from that island are held at 71 cents, while for the Java a shipment quotation of 83 cents is being named. The soap trade is in more or less of a quandary over the situation.

A revival of active demand for the various citrus oils at this season of the year is unusual but consumers have been clamoring for both products with the result that prices are pegged at around 85 cents for lemon, while orange oil has experienced an advance of fully 25 cents. The recent tension in clove oil has been relaxed as reports of a shortage in the spice were found to have been highly camouflaged, while the Department of Agriculture has withdrawn its vigil as to imports of the spice so that fairly liberal quantities have again become available for use by the oil pressers.

News developments from abroad have been more or less sensational, but do not appear to have shaken confidence one iota in the strength of the general business situation in America. On the contrary the strength of the banking position here has enabled brokers to borrow upwards of \$2,000,000,000 from the banks to expand their markets. The essential oils, like all other commodities, are feeling the benefits of this situation, though indirectly. For the time being at least we are not dependent upon foreign outlets for our manufactures, so that the only significance attaching to the rumblings from the Ruhr is the probability that a drop in exports some months from now may encroach on potential profits.

Lively buying features all floral products. Oil of geranium is meeting a wide demand at prices ranging from \$5.50 to \$9 for the Bourbon and Algerian with the Turkish available at the usual concession. It is hardly expected that lower prices will rule on any of the flower oils, although for the time being the irregularity of the French monetary unit is regarded as disquieting. A general upward movement appears on foot in the various rose products. The better qualities of lavender oil are getting scarce on spot, prices showing resulting firmness. American perfumers are understood to be negotiating for the purchase of large blocks of the principal French, Turkish and Algerian products and their competition with English buyers is stimulating an advancing market.

With the exception of citronella and the rose products price changes as a rule have not been violent. On the contrary the tendency has been towards gradual firmness. Consumer buying on a broad scale which started late in November of last year following the passage of the tariff bill is expected to gain headway as we launch into the

(Continued on page 564)

# PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL C	NI S		Orange, sweet, West			Cumarin, artificial, for-		
Almond, Bitter, per lb		¢4.75	Indies	2.40(a)	2.50	cign	4.50@	
Almond, S. P. A.	5.00/4	5.25	Orange, sweet, Italian	2.50(a	2.85	Diphenylmethane	2.25(a)	2.50
Almond, F. F. C. "art"	1.75(a)	1.90	Orange, Calif	3.00m	3.25	Diphenyloxide	.85@	
Almond, Sweet True	.40/a.	.45	Origanum, imitation	.30(a)	.40	Ethyl Cinnamate	5.50(a)	
Almond, Apricot Kernel	260	.29	Orris Root, concrete,	E 35(0)		Eucalyptol	.80(a)	
Amber, crude	.85'0	1.00	foreign(oz.) Orris Root, concrete, do-	5.25@		Geraniol, domestic	4.25(a) 3.00(a)	3.25
Amber, rectified	1.15@	1.25 4.50	mestic (oz.)	3.50(a)		Geraniol, foreign	3.00(a)	3.23
Amyris, balsamifera Anise, "lead free U.S.P"	57 1/2 m	.60	Orris Root, absolute	0.50-13		Geranyl-Acetate	5.00(a)	
Aspie (spike) Spanish	.75/11	.80	(oz.)	57.00@		Heliotropin, domestic	2.50km	•
French	1.150	1.25	Parsley	3.50@		Indol, C. P(oz.)	9.00(0)	
Bay, Porto Rico	2.65(4)	2.75	Patchouly	7.75(0)		Iso-Butyl-Salicylate		minal
West Indies	2.75 (a)		Pennyroyal, American	2.40/a	215	Linalool	4.50@	
Bergamot, 35-36 per cent	2.65(a)	2.75	Pennyroyal, French	1.80(a) 3.15(a)	2.15 3.25	Linalyl Acetate	6.00(a)	minal
Birch sweet N. C	2.50/a		Peppermint	3.40/a	3,23	Linalyl Benzoate Methyl Anthranilate	4.00%	and and a
Penn. and Conn Birchtar, crude	3,00kg	.85	Petit Grain, So. American	1.75@		Methyl Cinnamate	5.50(a)	
Birchtar, rectified	1.25(a)	1.30	Petit Grain, French	8.000	9.00	Methyl Heptenone	9.00ka	
Bois de Rose, Femelle	2.50 a	2.75	Pimerto	1.90fa		Methyl Heptine Carbon	40.00 11	
Cade, U. S. P. "IX"	.50ca		Pine Needles, from Pin-	3.00.0		Methyl Paracresol	12.50@	
Cajeput, Native U. S. P.	.80@	1.05	us Sylvestris	2.00@		Methyl Salicylate	.55@	.80
Caramis	4.50 u	10	Rose, Bulgaria(oz.) Rosemary, French( b.)	7.00va .55(a)		Musk Ambrette Musk Ketone	15,00%	
Camphor, Jap, "white"	.14(a) 2.50(a)	.18	Rosemary, Spanish	.50(a)		Musk Xylene	14.00@	
Cananga, Java Cananga, Java, rectified		3.85	Rue	4.50ka		Nonylic Alcohol		minal
Caraway Seed, rectified	6.50%	6.75	Sage	3.75@		Phenylacetaldehyde	9.50/a	
Cardamon, Ceylon	22.00m		Sandalwood, East India	7.50@	7.75	Phenylethylic Alcohol	9.00km	9.25
Carvol	8.756		Sassafras, artificial	.42@	.45	Phenylacetic Acid	5.50m	
Cassia, rectified, U.S.P.	2.15@	2.30	Sassafras, natural	.85(a)		Rhodinol, Domestic	18.00@	
Cedar Leaf	1.00@	1.15	Savin, French Snake Root	3.50@ 16.00@		Rhodinol, Foreign	18,00km	
Cedar Wood	.27(g)	.30 12.00	Spearmint	2.60(a)	2.70	Skatol, C. P(oz.)	.55(a) 57,00(a)	.60
Cinnamon, Ceylon	10.00/a. 15.50/a	16.00	Spruce	1,60m	1.75	Terpineol, C. P., dom	.57(a)	.60
Citronella, Ceylon	.73(1	.75	Tansy	8.00@		Terpineol, C. P., imp	C 20	minal
Citronella, Java	85/11	.90	Thyme, French, red	1.25(a)	1.50	Terpinyl Acetate	1.75@	
Cloves, Bourbon	2.75'a		Thyme, French, white	1.50@	1.75	Thymol	4.00(0)	
Cloves, Zanzibar	1.85/4	1.90	Thyme, Spanish, red	1.00@		Violet, artificial	5.50@	
Copaiba	.40(a)	.50	Vetivert, Bourbon East India	5.50@ 30.50@		Vanillin(oz.)	.43@	.47
Coriander	22.50@		Wintergreen, Southern	4.50/@	4.75	BEANS		
Croton	1.15(a) 6.25(a)		Pennsylvania	5.25/1	1.0	Tonka Beans, Para	.95@	1.00
Cumin	12.5(Kar		Wormseed	4.25@		Tonka Beans, Angostura	2.00@	2.25
Dillseed	4.75'a.		Wormwood	8.000	8.50	Vanilla Beans, Mexican Vanilla Beans, cut:	12.00@ 7.00@	18.00 7.50
Erigeron	1.15(0)		Ylang-Ylang, Manila	30,000	40.00	Vanilla Beans, Bourbon	7.00(13	7.50
Eucalyptus,	120	50	Ylang-Ylang, Bourbon	7.00@		whole	3.25@	3.50
Aus., "U. S. P."	.45@ 1.40%	.50 1.45	DERIVATIVES AND C	CHEMIC	CALS	Vanilla Beans, Bourbon		
Fennel, Sweet	8.00%	9.00	Acetophenone	4.75@		cut	3.00@	3.50
Geranium, Bourbon	6.50@		Amyl Salicylate, dom			Vanilla Beans, Tahiti		2.00
Geranium, Turkish	0.00(5)		Amyl Salicylate, foreign	1.500		yellow label	1.80@	
(palma rosa)	4.75@	5.25	Anethol	1.600		White label	2.25@	2.50
Ginger	5.25@		Anisic Aldehyde, foreign	4.500		SUNDRIES		4.00
Gingergrass	3.00(a)		Domestic	4.25@	4.50	Alcohol cologne spts, gal	4.77@	
Guiac (Wood)	5.00@ 1.75@		Benzaldehyde, domestic, U. S. P.	1.75		*Ambergris, black (oz.) Ambergris, gray	10.00@ 28.00@	18300
Hemlock Juniper Berries, rectified	1.20Ka		Benzaldehyde, F. F. C.	1.75@		Chalk, precipitated	.03@	.05
Lavender, English	32.00@		domestic	2.25@		Civet horns (oz.)	2.6500	.00
Lavender, U.S.P. "IX"	3.25(4)	3.50	Benzyl Acetate, domestic	1.500		Lanolin hydrous	.21(a)	.27
Lemon	8560	1.10	Benzyl Acetate, foreign	1.75@	2.00	Lanolin anhydrous	256	.31
Lemon "Calif"	.75@		Benzyl Alcohol	1.85@		Menthol	9.00@	
Lemongrass	.95(4)		Benzyl Benzoate	1.85@		Musk, Cab., pods. (oz.)		minal
Limes, distilled	1.75(2)	.65	Rornell	3.50@		Musk, Cab., grains (oz.) Musk, Tonquin, grain (oz.)		minal
Limes, expressed Linaloe	1.75(a) 2.40(a)	2.00	Bromostyrol	4.25@ 4.75@		Musk, Tonquin, grain (oz.) Musk, Tonquin, pods (oz.)	37.00@ 23.00@	
Mace, distilled	.95(a)	2,00	Carvol	8.75@		Orris Root, Florentine,	-v.wid	20.00
Mirbane	.15@		Cinnamic Acid	3.00@	3.50	whole	08@	.09
Mustard, genuine	17.00@		Cinnamic Alcohol "Solid"	16.00%		Orris Root, powdered		
Mustard, artificial	3.00@		Cinnamic Aldehyde	3.50@	4.50	granulated	.10@	.11
Neroli, Bigarade, Petale	175 000	200.00	Citral C. P	2.85@	3.50	Rice Starch	.16@	60.00
Neroli, Bigarade, Petalc	175.00@1		Citronella, domestic	12.00@ 12.00@		Talc. Italian (ton) Talc. French (ton)	45.00ଲ 25.00ଲ	
Neron, Bigarade, Petale Nutmeg	.956a	. 50.00	Cumarin, natural	15.00@		Talc. domestic (ton)	18.00@	
Opoponax	28.000		Cumarin, artificial, do-	20100113,			20.00(3)	10.00
Orange, bitter	2.25@		mestic	4.50@		*Nominal.		

#### THE MARKET

(Continued from page 562)

Spring months. It is true that concessions are granted here and there in special instances to stimulate sales, but instances of actual scarcity have become more numerous of late so that the question of delivery has rivaled that of price. Broken up as the current month is by two national holidays, some observers nevertheless vouchsafe the opinion that February will witness a further extension of the gains shown during January.

Reports received from the centre of the Michigan-Indiana peppermint and spearmint growing sections predict a shortage for 1923, this being based on the lack of snow in those parts. Many of the herbs which were saved for the Spring planting have frozen. Buying both of peppermint and spear-

mint oils has practically ceased in the country.

#### Aromatic Chemicals

Importers of synthetic aromatic chemical products continue at sixes and sevens over the question of American valuation despite all attempts by well posted importers and even Government authorities to satisfactorily elucidate paragraph 28 of the 1922 Tariff Act. Not only are they unable to even guess approximately what rate of import they will have to pay, but they are now encountering all sorts of difficulties in the matter of definitely ascertaining which products and how many separate items are manufactured by the various producers in this country. The presence of large stocks which were brought in before the 1922 Tariff Act was passed has not yet ceased to be an influence apparently, for considerable quantities of such material are still available. Importers not then provided for are in as much of a quandary as ever and are refraining from induging in any extensive import operations until they have more accurate information about the future. Good buying has been a feature in vanillin at prices ranging from 45 cents upward. Coumarin is meeting a good demand from the flavoring extract trade. A jump in terpineol to 58 cents a pound is a feature of some note.

A number of other products show upward tendencies, an advance of 50 cents a pound having been scored in benzal-dehyde F. F. C. domestic, while bromostyrol is up 25 cents, cinnamic alcohol solid \$2, C. P. citral 10 cents, phenylethylic alcohol \$1 and phenylacetic acid \$2.50. A few declines have come under review including a drop of \$1 a pound in eugenol; a decline of 25 cents in domestic benzylacetate, while cinnamic aldehyde is 25 cents lower; terpinyl acetate has declined 25 cents and linalyl acetate \$2.75 a pound.

#### Natural Perfumery Products

A fair business has been passing in menthol, now that consumers are able to purchase the product at as low as \$8 to \$9 a pound for spot. Offers have been freer, particularly from an operator who was caught on the recent advance and is now desirous of liquidating his stocks. Declines to \$38 have been recorded in Tonquin musk in grains and \$23 in pods, at which levels the consuming demand appears to be showing a noteworthy increase. With the edge off thymol for the time being, as this is not the season of active demand, prices have weakened somewhat and offers are made as low as \$4 a pound and less. Extensive buying continues in evidence in the market for ethyl-alcohol with cologne spirits held at \$4.77 to \$4.87 a gallon.

#### Vanilla Beans

Firm conditions continue to prevail throughout the markets for vanilla beans. Consumers are paying from \$10 to \$12 a pound for the Mexican varieties and from \$3 to \$4 a pound for Bourbon vanilla. Only about 150,000 pounds of Mexican vanilla beans were available from the last crop sufficient only to supply one-third of the normal consuming requirements of American users. Those consumers who find the price too high have turned to Bourbon beans. The important distributing cities in Mexico are being scoured for additional supplies of vanilla.

While estimates as to the growing crop of Mexican vanilla have little weight because it is as yet too early to form any accurate opinion, it is reported that between 180,000 and 200,000 pounds of Mexican vanilla will be put on the market this year. This would include about 125,000 pounds

of whole beans and 30,000 to 35,000 pounds of cuts. Conditions for the growing crop in Mexico are regarded as favorable with cool and rainy weather which makes for a better quality of vanilla. Curers in Mexico are paying the equivalent of \$60 American currency per thousand for green vanilla beans which when cured produce ten pounds of cured vanilla beans. New York vanilla importers expect that the earliest arrivals of low grade windfall Mexicans this year will not be before March-April at the earliest.

Only because of their disinclination not to cry wolf have handlers of Bourbon vanilla beans refrained from emphasizing the reports of shortage in the French crop this season. If reports from Marseilles which state that it would be practically impossible to execute orders for as much as 15 tons at this time are correct the situation may be regarded as truly alarming, especially in view of the shortage of Mexcan beans. Just what the influence of Germany's policy in placing an embargo against the importation of French products will be on Bourbon vanilla remains to be seen. Buying on the part of extract manufacturers both of Mexican and Bourbon vanilla has been running along at a satisfactory rate. Consumers have entertained some uneasiness on the score of future supplies and have in some instances anticipated requirements for several months ahead.

#### FOREIGN CORRESPONDENCE

(Continued from page 562)

various markets of the world, which must range between a maximum price of 28 sucres and a minimium price of 22 sucres per 100 pounds. There is a general surtax of 1 per cent for drafts for necessary imports.

The following, classed as "luxury goods." are subject to an additional surtax of 20 per cent: Fine soap in individual boxes, perfumes of all kinds, rice and other face powders. These articles are exempt from this extra tax: talcum powder, toilet soaps, tooth pastes and powders; toilet water, common and scented. Importation of saccharin, except by pharmacists for medicinal purposes, is prohibited.

#### FRANCE

New Coefficients of Increase.—New coefficients of increase in import duty rates have been fixed for a long list of articles, among these being: White wax, 1.5; pure olive oil other than that for soap-making, 2.8; distilled glycerine, 2.4; soaps other than perfumery soaps, 2.9; paraffin candles, 4.

#### GREECE

OLIVE OIL PRODUCTION.—Consul-General W. L. Lowrie, at Athens, says: Official figures of the olive-oil production by districts for 1921-22 are as follows, in gallons: Corfu, 5,505,000; Leukas. 1,025,750; Paxos, 242,450; Lacedemon, 684,455; Canea, 2,900,750; Candia, 746,000; Preveza, 196,-188; Margariti, 248,791; Filiates, 96,188; total, 11,645,572.

A Government decree permitted the exportation of 29 per cent of the crop; the remainder was reserved for home consumption. Stocks on hand from the 1920 crop were about 18,000,000 gallons.

The 1922 olive oil production of Greece, according to final reports received, is estimated to be about 22,313,803 gallons, says Vice-Consul C. M. Corafa, Athens.

#### ITALY

REMOVAL OF PROHIBITION ON PRECIOUS ARTICLES IN MAILS.—Announcement has been made by the Italian Post Office Department that money, precious articles, and securities may again be transmitted in registered letters to Italy.



#### TARIFF EFFECTS ON SOAP TRADE

Ever since the Tariff Act of 1922 became effective efforts have been conducted by interests identified with the American vegetable oil and fat industries, which include primarily the soap trade, to cultivate a sentiment in favor of lower tariff rates. It was alleged originally that the Underwood tariff would accomplish three objects: (1) protect the cotton seed oil industry; (2) protect the American dairy industry because nut butter made from imported peanut and coconut oils are supposed to compete with real dairy butter; (3) meet the wishes of copra crushers in the United States who were desirous of having copra on the free list, while placing a duty on copra oil and cake, the latter products being utilized for fertilizer purposes. So far as the soap and allied trades are concerned none of the above reasons is deemed sufficient or sound enough to warrant the high duties which were adopted in the Underwood law to protect the standards of the domestic interests involved.

The attitude of soap makers is that the duties on foreign vegetable oils merely interfere with the orderly conduct of the manufacturing routine of American vegetable oil industries and through interference with the flexibility of their supply of raw materials effectually curb their sale in export markets. Already the importation of soya bean oil, which carries a duty of  $2\frac{1}{2}$  cents per pound, has been practically discontinued, while there has been a large increase in the volume of importations of tallow from South America, following the imposition of a duty of  $\frac{1}{2}$  cent a pound on that product. Over 1,000 tons of tallow have been imported from South America in the last thirty days.

Developments of the last few months bear out the original contention of the American vegetable oil and fats industries that if the supply of raw material necessary for the conduct of an export business is forced to pass around America through the existence of tariff barriers competing nations can use the same to turn the wheels of their industries and supply export markets which would otherwise have been supplied by American industry. In fact, it is now pretty well demonstrated that unrestricted importation of foreign oils and fats would have led to substantially increased exportation of American manufactured products of an oleaginous nature and more business for American industry.

Steady restriction of the amount of materials that are available for use in soap making has been experienced over a period of recent years, however, and the 1922 tariff law has emphasized the situation. A few years ago coconut oil was used most for soap making, but today it is used in large quantities for edible purposes. The same situation may develop with respect to palm kernel oil in the course of another few years, when all of it is expected to be diverted to edible uses. In the case of cotton seed oil which was so substantially protected under the tariff it is generally agreed that there was very little competition between this and soya bean oil as only cotton seed oil foots are used for soap making to any great extent. Formerly a con-

siderable volume of our cotton seed oil production was exported to Europe. In fact, European buying accounted for approximately 10 per cent of our production of this oil, Today Europe is no longer buying cotton seed oil here because she has access to the low-priced Asiatic oils, especially soyabean oil. In fact, in the absence of American competitive bidding for vegetable oils of Asiatic origin, Europeans have been able to buy these oils at lower prices than would otherwise have been possible, while our own exportable surplus of vegetable oils and animal fats has had to be sold to the same European buyers in direct competition with these foreign vegetable oils at the depressed prices which in turn correspondingly depressed our own prices.

Previous to the Emergency Tariff which was effective between May 28, 1921, and September 21, 1922, which assessed comput oil at 20 cents a callent covar here aid.

Previous to the Emergency Tariff which was effective between May 28, 1921, and September 21, 1922, which assessed ecoonut oil at 20 cents a gallon, soya bean oil at 20 cents a gallon, cottonseed oil at 20 cents a gallon, peanut oil at 26 cents a gallon, olive oil at 50 cents a gallon, flax seed at 30 cents a bushel of 56 pounds and peanuts at 3 cents a pound, the American vegetable oil trade enjoyed a substantial business in the refining of soya bean oil, peanut and coconut oil for re-export to European countries. This business was completely killed under the tariff so that now our influence as a competitive purchaser in the Orient is so reduced that our power to bid up prices in the foreign markets is negligible. Today European traders are able to hold down the world price level of vegetable oils and fats, at which same level our own exportable surpluses must be sold.

It is generally alleged that laundry soap, which is a basic necessity of civilized life and is highly competitive in its sale and manufacture, is discriminated against in the recent tariff which increases the cost of all the raw materials which go into its production. Soap factories are scattered from Maine to California, and as there is no territorial division of markets, understandings, agreements or regulation of volume of business, etc., each maker must give the consumer the lowest possible price consistent with the quality and size of the cake. The soap industry of the United States has been built up and developed in reliance upon free raw materials. The cost of the raw materials which go into it is more than six times the cost of salaries and wages which are paid to workers and others identified with making it. Today there is not available in the United States, except in a limited way, a supply of basic raw materials for the manufacture of soap because as rapidly as soap makers have developed sources of raw materials, particularly vegetable oil and nut oils, the increase in the world and domestic consumption of fats and oils as food has taken such commodities partly or entirely away from the soap kettle.

Up to within comparatively recent date no action had been taken by leading soap manufacturers in the matter of advancing prices to correspond with the increased price of raw materials forced under the Tariff. Now, however, in view of the jump in tallow and practically all other raw materials prices are being advanced. Prior to the war laundry soap could be bought for  $3\frac{1}{2}$  to 5 cents per cake, while during the war the price was  $6\frac{1}{2}$  to 10 cents per cake, depending on size and quality. Even when prices were at their peak, however, it was possible to buy laundry soap in the large cities at as low as 8 cents per cake. This situation was made possible through economies in the matter of glycerine recoveries and the fact that we had access to imports of foreign oils and nuts

which ruled at materially lower prices than our own

domestic oils and fats.

This situation is now reversed and if American soap makers are to maintain their position as exporters they must have access to raw materials which will enable them to compete with soap makers the world over. Small wonder, then, that soap makers who at considerable expense developed sources of raw materials in foreign countries are adverse to having foreign countries reap the benefits of their investments and development. They did not ask excessive protection against the importation of common soap into the United States for the reason that they did not want this country to be retaliated against by foreign countries. However, just such a situation is developing. Mexico has already raised the import duties on laundry soap from 10 to 12 centavos per kilo and recently to 20 centavos per kilo. This is equivalent to \$3.66 per box, which leading soap makers deem sufficient to kill our exportation of the product to Mexico. Tariff barriers are now likewise being raised in all other parts of the world in retaliation for our own high rates. Under recent commercial treaty negotiations with Spain we received what is known as most favored nation treatment. It appears, however, that while we enjoy minimum duties under the treaty Spain extends special rates providing for still lower duties to other countries, which means substantially that our manufactured products are shut out,

Under the provisions of the Underwood law the impost on castile soap was raised from 10 to 15 per cent; per-fumed soap was retained at 30 per cent; unperfumed t soap was raised from 10 to 30 per cent; medicated soap from 5 to 15 per cent; laundry soap from 5 to 15 per cent, and soap powders from 5 to 15 per cent. Let us see if possible what the influence of the tariff has been on our foreign market for toilet soaps to date. Before the war we exported during the fiscal year 1913 soaps to the value of \$2,132,663. In the last year of the war, 1918, we exported \$2,567,614 worth of all kinds of soap, while right after the war, in 1919, our exports jumped to \$6,034,230. The succeeding year, 1920, was almost as big with an exportation of soap valued at \$5,839,146. In 1921, however, our exports dropped to \$2,822,927. The exports of toilet soap since the 1922 Tariff became effective have been running about on a par with 1921 in spite of the tariff, but some of our largest customers, including, England, Canada, Mexico, Cuba, Argentina, British India and British East

Africa, are buying less.

On the other hand, foreign countries are having just as hard a time in retaining their hold on the American as hard a time in retaining their hold on the American consumer. For example, duty free foreign castile soap in the amount of 4,833,209 pounds was imported here during the fiscal year ending 1913, while in the calendar year ending 1921 it had dropped to 1,559,270 pounds. From a total of some 400,000 pounds of foreign castile soap brought in on a dutiable basis during 1913 the imports dropped to 204,917 in 1921. Imports of foreign soaps other than castile have shown a noteworthy increase, however, those entering duty free in 1919 having totalled those entering duty free in 1919 having totalled some 665,029 pounds, while in 1921 1,343,294 pounds were brought in on this basis. In 1913 \$403,734 worth of dutiable soaps came into the country, while during the years 1918-1919 and 1920 average imports were only about \$200,-000 worth. The last figures of which there is any record show that imports are back to something approaching prewar levels.

As a result of the disadvantageous position in which the American soap industry, as well as the American vegetable oil trade, now finds itself, due to the influence of the tariff, it is compelled to seek lower costs of operation. The first step taken in this direction is the cultivation of sentiment in favor of lower duties under the flexible provisions of the Tariff Act of 1922, which delegates the tax-making powers of Congress in respect to the levying of tariff duties within fixed limitations to the President of the United States. The President has the power to change duties, although the fact finding and advisory body is the Tariff Commission. The latter body takes into consideration, so far as possible, differences in conditions of production, including wages, costs of materials, and other items in costs of production in the United States and competing Parties interested may be heard under such countries.

rules and regulations as the Tariff Commission sees tit to adopt. No authority is given, however, to transfer an article from the dutiable list to the free list or vice versa. The Commission is now able to proceed in a restricted way. and as the flexible provisions of the tariff law may be applied to oleaginous materials, sentiment is crystallizing more and more in favor of speedy action toward obtaining reduced rates.

A list of the possible rates of reduction on oleaginous materials is appended:

	Rate Act of 1922	Point to which rate can be cut under flexible tariff provisions
Coconut oil	2c. 1b.	le lb.
Soya bean cil	21/2c lb.	1 ac 1b.
Cotton seed oil	3c 1b.	11/2c lb.
Peanut oil	4c lb.	2c 1b.
Tallow	1/2c lb.	14c. 1b.
Herring oil	5c gal.	21 je gal.
Menhaden o.,	5c gal.	212c gal.
Whale oil	oc gal,	3c gal.
Scal oil	oc gal,	3c 'gal,
Fish oils N. S. P. R	20% ad val.	10% ad val.
Hempseed oil	1½c lb.	34c lb.
Hydrogenated oil	4c 1b.	2a 15,
Rapeseed oil	be gal.	3e gal.
Linseed oil	3.3c lb.	1.65c lb.

#### STATISTICS OF FATS AND OILS

The Department of Commerce announces that, according to census returns, the factory production of fats and oils (exclusive of refined oils and derivatives) during the threemonth period ended December 31, 1922, was as follows: Vegetable oils, 754,337,078 pounds; fish oils, 20,765,264 pounds; animal fats, 542,640,805 pounds, and grease, 98,702,-262 pounds, a total of 1,416,445,409 pounds. Of the several kinds of fats and oils covered by the inquiry the greatest production, 503,441,768 pounds, appears for cottonseed oil. Next in order are edible and neutral lard with 438,322,627 pounds; linseed oil with 158,752,986 pounds; tallow with 102,050,816 pounds; cocosnut oil with 50,460,158 pounds, and corn oil with 28,963,763.

The production of retined oils during the period was as follows: Cottonseed, 396,848,990 pounds; cocoanut, 41,-126,079 pounds; peanut, 1,291,640 pounds; soya-bean, 1,587,-900 pounds; corn, 21,116,262 pounds, and palm-kernel, 207,-078 pounds. The quantity of crude oil used in the production of each of these refined oils is included in the figures

of crude consumed.

#### SOAP NEWS IN OTHER DEPARTMENTS

Readers of this section will find soap news scattered liberally through other departments of this issue. In our Trade Statistics will be found figures of the foreign soap trade during 1922, with the chief items of domestic exports for November. In our Washington Correspondence is mention of the hold-up of the tariff-ruling on olive oil foots and other matters. The Trade Notes, as usual, contain news of interest about members of the industry.

### Monthly Bulletin on Fats and Oils

We have received the first issues of the Oils and Fats Economic Review, which is being published monthly by the Bureau of Raw Materials for the American Vegetable Oils Industries, which has its headquarters in the Munsey Building, Washington. The subscription price is \$1 a year and the information given is well worth more than this nominal fee. In addition to other material there are charts showing the trend of trade. Tariff matters naturally receive the attention which their relative importance deserves.

## THE TECHNOLOGY OF THE FISH OILS\*

By "OMEGA"

Oils may be obtained from all fish, the quantity varying with different species, the oil often predominating in a particular region of the fish. The main fish oils are those obtained from the menhaden, sardine, salmon, herring and dab, the lesser known being tunny, mackerel, pilcher, saith, whiting, sturgeon, and sprat. Fish of the cod, skate, and haddock type give liver oils, the seal, whale, and turtle,

blubber oils.

Within recent years, the fish oil industry has made vast strides, as the result of experiments conducted by the various Governments, notably that of India. In 1909 there was but one fish oil factory under the Madras Government Fishery Department. At the outbreak of war there were sixty-five factories, producing oil and guano from fish, mainly from the Indian sardine (Clupen longiceps). The crude native method of oil extraction, where the fish is allowed to putrify and the exuding oil collected, is still much in The more modern method is to boil in cauldrons, to skim the oil away, and to dry the residue for use as a fer-Latterly there has been a demand for a finer grade oil for the fat industry, and in some cases for conversion into edible products. For this purpose a modern plant has been installed at Tanur for the extraction and refining of the oil. The use of fish oils for soapmaking is attended with many difficulties due to the persistent odor, but many claims have been made by various patentees, that all taste and odor can be eliminated on hardening by means of catalytic agents. Müller (Z. Unt. Nahr, Genussen, 1919, 38, p. 194) found after conducting a number of feeding experiments on human beings, that hardened whale oil of M. P. 36 degs. C., is an efficient substitute for animal fats. The principal areas of the fish oil industry are, the east and west ports of America and Canada, Japan, India, Norway, and to a lesser extent Great Britain. The largest area of the American fish oil industry is in the Chesapeake Bay district, and consists of about fifty factories. The fishing operations are conducted during the latter eight months of the year, the chief catch being the menhaden fish, which contains about 4 per cent of oil. During 1920, the average amount of oil obtained was six gallons per 1,000 fish, the year's production being over ten million gallons. It is of interest to note that during the war period, the German Government prohibited the supply of fish to the trade, except in a decapitated form, the heads being treated for the extraction of oil and albumen, the latter being treated by chemical methods and rendered available for human consumption.

#### Extraction of Fish Oils

Fish oils are obtained from the body fat of the cod, herring, sardine, salmon, sprat, etc., by treating the fish in boiling water in a tank with a perforated grid to support the fish. A process of disintegration takes place, the oil coming to the surface, when it can be drawn away. This operation is conducted as expeditiously as possible, a prolonged treat-ment being detrimental to the finished oil. In the extraction of the oil, it is desirable that the fish should not have been allowed to commence putrefying, as the decomposition products are difficult to separate. The introduction of high-speed steam and petrol-driven boats into the fishing industry materially prevents undue delay in contact with putrid material. Modern methods of fish refrigeration which are efficient preventives against putrefaction are also applied. The product obtained in the initial stages of fish boiling is a high grade oil, pale in color. The usual procedure is to dry the fish mass after a short boiling and then extract the residue with benzine, when a dark oil is obtained, which is subsequently refined to mitigate the rank odor which is characteristic of a low grade fish oil. According to Turrentine (Bull. U. S. Dept. Agric. No. 2 Bureau of Soils, 1913), the methods adopted at the Rhode Island Fish Oil Factories is to first heat the fish for a few hours in a current of steam, when the oil and moisture are separated by expression in large hydraulic presses, the residue being dried in a stream of hot air. Inclined rotating drums are used, so that the material takes a continuous downward course due to gravita-

\*From the Chemical Trade Journal and Chemical Engineer.

tion, finally emerging a dry material which is used as a fertilizer,

The Norwegian method is first to carefully clean the fish by hand, and then expose to the sun on a grid arrangement, when the oil melts and is collected in troughs. The fishing operations being conducted mainly by means of sailing vessels, the fish are now preserved in ice until landed. An ingenious method of oil extraction which has found application in the more modern Norwegian factories is that by which the mashed fish substance is treated in the bottom chamber of a cylindrical vessel, the oily and aqueous extract being forced upwards through successive layers of calcium chloride and asbestos, which are separated by perforated diaphragms, the dry oil eventually emerging from an outlet at a higher level. Some application has also been made of precipitation and flotation methods, advantage being taken of the varying densities of hot liquors, the fluidities of the oils not being linear functions of the temperature. The association which exists amongst tish oils at ordinary temperatures, appears to be destroyed with an elevation of temperature.

For the extraction of a high grade oil, special precautions are taken. For example, in the cod liver oil industry, the cod livers after a thorough cleansing operation, are exposed in open vessels, the exuding oil which is of a high quality being collected, and refined separately for medicinal purposes. The next grade is obtained by heating the residue by means of steam, the oil being skimmed off periodically. The color and quality of the oil varies inversely with the temperature of extraction. Where the fish treated are of the herring and sardine class, the extraction processes often consist of storage of the mashed fish in heated water tanks, fermentation setting in, causing the tissues to decompose and hence allowing the liberated oil to come to the surface. By introducing water below the oily layer, the latter is separated, when the fish mass can be filtered, dried and used as a fertilizer. The Japanese method was first to boil the fish and then to press over a perforated plate, the water and oil being collected in tanks below, the fish mass being sun dried. The more modern Japanese method is to subject the fish mass to a treatment with superheated steam in an inner perforated revolving cylinder containing a forward propelling arrangement. The aqueous and oily layers are drawn off continuously by means of an outlet in the stationary chamber, the mass on emerging being passed through a hydraulic roller press, combining a rotary and gyratory motion, which extracts a further quantity of oil. The vertical revolving motion pro-motes its removal continuously downwards. The material can be finally extracted without interrupting the operation, after which it is passed through a drying chamber. Another method is to treat the macerated fish in a revolving chamber, first with an organic solvent, after which the extracted oil and solvent are drawn away, the fish mass being treated with steam to displace the residual solvent, which is recovered.

The processes used for the extraction of liver oils have reached a high degree of perfection. The modern treatment is first to thoroughly clean the fish livers, extract the oil under vacuum at a temperature of 90 degs. F. with continued agitation, and then pass through a vacuum filter-press, the residual matter being pressed for a lower grade oil. Exclusion of air during treatment has vastly improved the quality of liver oils, as according to Möller, the revolting flavor of cod liver oil is due to oxidation during treatment. In some of the American factories the livers are initially primed by means of common salt over the course of forty-eight hours, a device which not only disintegrates the cells, but also has a solvent action on some of the nitrogenous compounds of the oil, to the presence of which—according to Mitchell—the oil owes its therapeutic qualities. Lewkowitsch is of opinion that it is due more to the character of its unsaturated glycerides, which are said to be more easily assimilated than those of other oils.

Blubber oils are obtained from the whale, seal, and turtle by boiling the blubber after separation of the flesh. Large vessels are used, separation of the oil being effected by a skimming or displacement method. By far the greater quantity of blubber oil is produced from the Greenland or "right" whale (Balana misticetus) which gives the highest yield of oil, about 180 barrels per animal. The largest whale oil producing country is Norway, which has an annual output of over a million gallons.

#### .Treatment of Fish Oils

Various methods have been adopted in the refining of fish oils, so as to produce a product of a good color, odor, and consistency. The crude oil is generally colored and has an offensive odor, due to the presence of trimethylamine together with nitrogen and phosphorous compounds. A primitive native method of deodorizing fish oils was by heating the oil in the presence of cypress and cedar leaves and sawdust, filtering and exposing to sunlight. Numerous patents have been granted for their treatment, so as to convert them into white and odorless substances of tallow-like consistency. Among the chemical means proposed are: Treatment with dilute acids—e. g., sulphuric and nitrous acids, boiling with small quantities of caustic soda or lime, which promotes the coagulation of the impurities which eventually subside. Cold oxidation processes have been proposed—viz., utilizing acidified solutions of potassium bichromate or permanganate, also by means of chlorine, hydrogen peroxide, and ozone. Recently refining by colloidal methods has found considerable application, the principal agents being silica, china clay, fullers' earth, aluminum or iron salts, copper hydroxide and charcoal. For the neutralization of the free fatty acids, Ekenberg in a Swedish patent proposes treating the oil at 100 degs. C. with excess of an alkaline solution of glycerine. the latter promoting the separation of soap. In the retining of fish oils, the operation generally consists of first chilling the oil, separating the solid stearine, a chemical treatment to eliminate the free fatty acids, decolorizing, deodorizing, and hardening. According to Weiss (German Patent No. and hardening. 294,136) tish oils may be completely deodorized by treatment with a fine jet of steam in the presence of an alkali. Fleming (U. S. Patent No. 749,925), suggests vigorous agitation by means of carbon dioxide in the presence of borax, and finally atomizing the mixture by forcing it through a fine orifice. The mixture is allowed to stand and the oil sepaorifice. The mixture is allowed to stand and the oil separated. The production of emulsions gives much difficulty in this process.

A later patent proposes an electrical method where the oil is allowed to run over a series of haffle plates made alternately of glass and metal, a current of electricity being passed through the latter and the whole operation being conducted in an atmosphere of hydrogen. A Norwegian-German firm has been formed recently to exploit this process, the Hapsland Falls being utilized to generate the power. A French method due to Wefling suggests emulsifying the oil with alcohol by a double atomization. removal of the excessive alcohol, the residual solvent is extracted by a hot aqueous treatment of the deodorized oil, the latter being dried, and decolorized by means of alumi-num-magnesium-hydro-silicate. A somewhat similar process is due to Hayden, where the oil is heated to 40 degs. C, in a tall cylindrical vessel, a stream of alcohol being introduced at the base. At the end of the operation the alcohol is drawn away and the oil washed with water, dried and treated with charcoal. In German Patent No. 202,576 Holstein claims that fish oils may be decolorized and deodorized by heating a mixture of the oil, bone charcoal, and chalk in vacuo, the operation being completed by a final treatment with superheated steam. It is stated that a mechanical action ensues, the sudden expansion of the steam forcing the impurities into the interstices of the charcoal. A process due to Nieken, which has found application in Newfoundland for the bleaching of whale oil, consists in emulsifying the oil with a cold aqueous solution of an oxidizing agent, allowing to stand for a few hours, and finally heating to liberate the oxygen.

#### Improvements in Hydrogenation Processes

The treatment of fish oils so as to render them of a tallowlike consistency—i. c., to raise the melting point, is technically termed hardening, and is a process which has attracted much attention within recent years. As commercially conducted, the oil is heated and mixed with a porous medium, impregnated with finely divided nickel, the whole being agitated by means of a current of hydrogen, the nickel

acting as a carrier between the hydrogen and the fat. Rapid improvements have been made in hydrogenation processes, particularly towards the production of a continuous operation. Martin (English Patent No. 139,239) describes a process in which the heated oil after contact with the catalyst is allowed to run slowly through a heated conduit chamber where the oil meets a counter current of hydrogen, the excess of gas being recovered and the oil filtered by means of a press. Elder (in U. S. A. Patents No. 1,331,-905/6/7), suggests various means of revivifying the spent catalyst. Oils may also be hardened electrolytically, by treatment in an atmosphere of hydrogen at a low pressure, whilst subjecting to the influence of the electric discharge. the oil being exposed in thin layers, and given a slight oscillating movement. The hardened product is separated at a low temperature by filtration. Sandberg claims that a hardened oil 'Suif d'huile de poisson," which is used in candle manufacture, is prepared by treating whale oil with a mixture of nitrous and sulphuric acids, at a temperature of 60 degrs. C., reducing the iodine value below 50, which he states is an essential feature for the production of an odor-less product. It is also affirmed (Chem. Zeit., 1920, 44, p. 66) that hydrogenized fish oils differ in their physical and chemical relationships, compared with those of natural fats -e. g., the density and refractive index are higher than the calculated values. The hardening process also appears to take place in stages, at any of which the process may be arrested. The ultimate result of hardening appears to decrease the iodine and refractiometer value, but to raise the solidification point, the saponification value being left un-

#### Uses and Applications of Fish Oils

Fish oils have found service in various capacities, for soap and linoleum manufacture, leather tanning and dressing, illumination, lubrication, tool hardening and edible pur-These oils are now used in the leather trade as a substitute for linseed oil, and it is claimed they render the leather more pliable than when linseed oil alone is used. The favored oil for leather enameling is that obtained from the menhaden fish. The medicinal uses of the liver oils are well known, they having found a wide application in therapeutics, consequent on their ease of digestion and assimilation, possibly due to the presence of the biliary compounds. Drummond (in *Biochem. J.*, 1920, 14, p. 668/6691 states that extended refining of fish oils tends to impoverish them medicinally, due to the loss of vitamine "A." The principal objection to the use of fish oils for edible purposes appears to be the possible recurrence of the odor on storage, but modern methods of treatment have now successfully overcome this objection. Physiological tests have proved conclusively that hardened fats are not detrimental to the human body. Of all the fish oils, menhaden and sardine oils are favored by paint manufacturers, and in admixture with linseed oil make an excellent drier. Lusskin in his report to the 8th International Congress of Applied Chemistry. 1913, records unsuccessful attempts at drying herring oil even when encouraged by the presence of powerful "driers." menhaden and porpoise giving excellent results under similar conditions. Blown herring oil has proved a serviceable constituent of smoke stack and boiler front paints, and also where it is necessary to counteract the corrosive effects of sea-air. A treated American menhaden oil has found application in printers' ink, manufacture of tarpaulins, tempering steel, and for lubrication purposes. As an exterior paint vehicle, fish oils may replace linseed oil up to 75 per cent. the "winter bleached" menhaden oil, giving the more satisfactory results, when used in conjunction with a tungate drier. When applied to hot surfaces, the fish oil should be first heated with litharge to a temperature of 220 degs. C According to Toch (Jour. Ind. Chem., 1911, 3, p. 627) a mixture of linseed and fish oils is capable of digesting a larger proportion of red lead than when linseed oil alone is used. With a suitable mixture, red lead may be added up to 33 pounds, per gallon without setting. When used as a constituent of printer's ink, the oil is previously oxidized at a temperature of 200 degs. C., the resulting viscous product being treated with a tungate drier.

The fish oil industry, which is now being conducted on a

very extended scale, the fishing being regulated by Fishery Boards with the collaboration of the scientific advisers of the various Governments, now holds a very prominent posi-tion amongst the commercial and industrial understakings of the world. Scientific research has been the means of bringing about a large number of improvements in the methods of fishing, preservation by refrigeration, extraction, re-fining and the hardening of the oils. Within recent years, a very fruitful channel of research in connection with the fish oil industry has been that of the study and treatment of the oils from the vantage point of colloidal chemistry. The American team method of attacking fishery problems, the combined services being enlisted of the biologist, physicist, engineer, and chemist, has much to commend it, and is an innovation which is being applied widely in the investigation of problems in all large undertakings.

#### TOILET SOAPS IN MEXICO

The Mexican Senoritas apparently prefer Spanish and American soaps, for in 1921, 46 per cent of all toilet soaps were received from Spain, 43 per cent from the United States, 6 per cent from France and 5 per cent from Germany and England.

Although Spain leads in the supply of toilet soaps, it is for the most part pure castile soap, the specialty of the Spanish manufacturer. American soaps are said to be grow-

ing in favor, says Consul T. D. Bowman, Mexico City, in a report to the Department of Commerce.

The French, Spanish and Germans excel the Americans, he says, in the character of their containers. They use very elaborate boxes and wrapping of embossed paper. They also make a specialty of individual boxes, with one cake of soap to the box. Some of the boxes are plush-lined

and expensive.

In the Mexican market, the fancy container is an aid to sales. The practice of giving soap as gifts to ladies is general in Mexico and a fancy box is desired. Mexican duties on imported toilet soaps may be obtained from the Bureau of Foreign and Domestic Commerce, Department of Commerce, Washington, D. C.

#### American Soap Stock for Washing Wool

Thirty years ago American cottonseed mucilage (the residue left from cotton-oil refining) was shipped to England and made into soap, according to a report from Trade Commissioner Hugh D. Butler, at London. This soap was used chiefly in the washing of raw wool. The soap produced from this mucilage contains from 65 to 68 per cent free fatty acids and is called cotton-oil soap stock. recent years this soap has been made in the United States and, due to the fact that the American demand in 1921 did not leave any surplus quantity for export, the trade was supplied by a firm in Liverpool, which used a mucilage similar to that formerly brought from the United States. This mucilage was derived from the manufacture of West African seed oils. From reports received lately in England, it appears that this year's supply of soap for washing wool will be furnished from last year's sources, and for the same reasons as obtained in 1921.

#### France Endeavoring to Produce Grapeseed Oil

Trials have been made by a co-operative mill at Nimes, France, to extract oil from grape seeds. In France the oil extracted from grape seeds, it is claimed, varies from 15 to 17 per cent when the seeds are dried, and from 10 to 13 per cent when wet. The oil extracted is green if the pips (seeds) are treated as soon as the grape gathering is completed, but brown if the seeds are 3 or 4 months old at the time of extraction. The solvent used for extraction was trichloral ethylene, reports Clerk Edward Dogny, at Consul Edward A. Dow's office, Algiers, Algeria, to the Department of Commerce,

#### Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

#### FEATURES OF SOAP MATERIAL MARKET

(Continued from next page)

Olive Oil Foots attracted much attention when on February 7 it was reported that the Treasury Department ordered a duty at the rate of 10% ad valorem upon the imports of Foots, to become effective within thirty days, Although many are protesting against it, this duty naturally stimulated buying for Spot and February arrivals.

February 14, 1973.

A. H. HORNER.

#### Industrial Chemicals

Of paramount interest in the market for industrial chemicals utilized by the soap and allied trades has been the gradual appreciation of all products of German extraction growing out of the uncasiness accompanying the French invasion of the Ruhr. Replacement costs are in almost every instance higher than the actual spot market and there are fears that a number of the potash salts may actually be cut off again. The improvement in the position of the German mark and the ability of Germany to obtain fuel supplies through British sources are all of the deepest concern in the chemical markets, where trading while irregular and spotty as customary at this season is showing some signs of revival. The transportation difficulties which were the principal handicap to a more comprehensive business during December and lanuary are not giving so much concern at the moment because there is an improvement in the movement of freight cars. The leading soda products continue to receive prompt attention. Caustic soda is reported as difficult to obtain in standard brands, although there are a number of free sellers. Difficulties are reported in the matter of shipping light soda ash from the works, although no change is recorded either in spot valuations or in the contract market. An extensive business has been booked in sulphuric acid over the first six months of the current year at prices ranging from \$9 to \$12 for the 60 degrees, and \$14 to \$16 for the 66 degrees. Higher spot prices for caustic and carbonates of potash were as interesting a feature as any to our trades.

#### Other Soap Making Materials

The approach of Spring finds buying of rosins on the part of the soap and allied trades on the increase. Statistically the position of rosins is nearly as strong as a year ago, for the three principal distributing points in the South only hold about 12,000 barrels more than they did a year ago at this The sudden turn in the European situation has temporarily dampened hopes of the development of hig export markets for naval stores, but the volume of domestic trade is highly encouraging and predictions are going the rounds that February may witness a substantial augmentation of takings on the part of domestic consumers. A noteworthy feature has been the enlarged demand for stearic acid and red oil following the levying of an assessment of 10 per cent on olive oil foots by the Secretary of the Treasury, although the order later was held up. Both red oil and stearic acid, which are competing products, are now showing a tendency to advance in consequence.

#### WHY SOAP SOLUTIONS BECOME EXHAUSTED

When soiled goods are passed through a soap solution, the soap hangs on to the dirt particles, which is equivalent the soap hangs on to the dirt particles, which is equivalent to the soap being taken out of the water, as the solution is made very much weaker. The suds soon disappear, as the absorption increases, until all its cleansing properties are lost. Soap dissolved in water produces alkali in small quantity: (a) To neutralize acid dirt; (b) to dissolve albumins. Soap dissolved in water lowers surface tension: bumms. Soap dissolved in water lowers surface tension:

(a) To emulsify mineral oils, etc.: (b) to rapidly wet or
penetrate. Soap solutions from suds: (a) To indicate
acitine soap; (b) to lubricate and cushion cloth layers;

(c) to carry oxygen; (d) to remove agitation and buoyancy. The colloidal action of soap dissolved in water: (a)
Valuable on grease-free and oil-free dirt; (b) stabilizes
emulsion and suspension.—Canadian Colorist.

-431 Ma

# MARKET REVIEW ON TALLOW, ETC.

#### TALLOW

(Written Specially for This Journal)

Market prices during the past three and four weeks have changed very little.

The latest sales of New York Extra Grade at 834 cents per pound ex producers plants, and simultaneous sales at 87% cents delivered to buyers establishes the market rather firmly at this level, and shows that values have moved but slightly during the past month.

Greases are quite strong, ranging from 8½ cents for high acid to 8½ cents for very choice low acid House Grease, with Pale Yellow Grease selling at Extra Tallow price.

In the middle west and west, the markets are still fractionally higher than in the East with an insatiable demand.

The long expected readjustment of selling values between lower grade fats and good quality Tallow has not yet arrived nor do indications show any signs that this will come about during the next few weeks.

Soapers are not over loaded with raw material, for which reason there is a steady purchasing power in the market sustaining prices.

February 15, 1923.

TOBIAS T. PERGAMENT.

#### GLYCERINE

(Written Specially for This Journal)

Since our letter of January 16, the quotation for Chemically Pure Glycerine in bulk, has remained at 181/2 cents, although one refiner has raised his price to 19 cents and some of the others claim to be asking that figure, in certain There has been a lack of demand for Refined Glycerine, during the past month, particularly for Dynamite, in spite of which Crude values have shown little change. The drop in French and Belgian exchange, permitted purchases of Dynamite in those countries, at a very low cost, landed here, duty paid, but afterward the franc advanced 34 cent from the low price, thus making further purchases out of the question; later, the franc dropped again, but in the meantime quotations had been advanced on the other side, as a result of which the cost figures out today, higher than domestic goods can be bought at. There is a report current, that members of the British Producers' Association are seeking a market here for some of their large stocks, but this has been denied and their quotations are much above our level. There should be a better demand by the first of March, but if it does not come, there is a chance of some decline. We look for a good year generally and expect prices to be higher later on than they are today.

February 15, 1923.

W. A. STOPFORD.

#### VEGETABLE OILS

(Written Specially for This Journal)

Some Vegetable Oils during the last month were very active while others were quiet.

Only a few small lots of Cocoanut Oil changed hands during the last two or three weeks, and as a result of this inactivity the market has sagged slightly. None of the importers or domestic crushers, however, seem to show any signs of weakness and it is expected that this inactivity will be followed by a good consuming demand shortly.

Palm and Palm Kernel Oils, on the other hand, have been very active, and there still is a good inquiry for these oils. Several thousand tons of Palm Oils were sold to soap-makers during the past six weeks, and as a result it is difficult to secure firm offerings on any quantity of either Lagos or Niger grades, particularly for early arrivals in this country. Palm Kernel Oil has just commenced to attract quite a little attention, and while sales were made last week at 8.40c per pound, it is now quoted at 85%c to 83%c per pound for early shipments from England.

Crude Cottonseed Oil in the South is steady at around 10c, while Crude Corn Oil sold today at 10%c f. o. b. Middle Western mill. Refined Corn Oil has been commanding higher figures, comparatively speaking, than the Crude Oil, and therefore producers who generally sell Crude, are turning out their present production as Refined. Offerings of Crude Oil are very light.

(Continued on preceding page)

# SOAP MATERIALS Tallow and Grease

Tallow, New York, Special, .08½c. Edible, New York, .09½c. Yellow grease, New York, .08@.08½c. White grease, New York, .10½-.10½c.

Rosin, Savannah, Feb. 15, 1923.

Borax, granular, per lb

Zine Oxide, American, lead free, per lb...

Rosin, Savannan, Peb. 15, 1925.		
Common to good 4.75@4.85c, I	4.756	04.85c.
Common to good 4.75@4.85c, I		5.20c.
F4.75@4.85c. M		5.40c.
F		5.70c.
G4.75@4.85c. W. G.		6.10c.
H4.75(a)4.85c. W. W		6.65c.
Starch, Pearl, per 100 lbs		
Starch, powdered, per 100 lbs		3.10
Startin, powdered, per 100 105		3.00
Stearic acid, single pressed, per lb	.13 @	
Stearic acid, double pressed, per lb Stearic acid, triple pressed, per lb	.13%@	.13%
Stearic acid, triple pressed, per 10	.15 @	
Glycerine, C. P., per lb	.181/4@	
Glycerine, dynamite, per lb	.171/2@	
Soap lye, crude, 80 per cent, loose, per lb.,	.1134@	.12
Soap lye, saponification, 80 per cent, loose	10-10	44-4
per 1b.	.1314@	.13/4
Oils		
Coccenus edible our th	101/0	
Cocoanut, edible, per lb	.101/2@	0016
Cocoanut, Ceylon, Dom., per lb	.091/4@	$.09\frac{1}{2}$
Palm, Lagos, per lb	.08 @	
Palm, Niger, per lb	.07	00.7
Palm, Kernel, per lb., nominal	.081/2@	.0814
Cotton, crude, per lb., f. o. b. mill.	.0934@	.10
Cotton, refined, per lb., New York	.121/4@	
Soya Bean, per lb	.12 @	.121/2
Corn, crude, per lb	.1134@	.12
Corn, crude, per lb. Castor, No. 1, per lb. Castor, No. 3, per lb.	.1314@	
Castor, No. 3, per lb	.1244@	
Peanut crude, per lb	.131/2ന	
Peanut, refined, per 1b	.161/2@	
Olive, denatured, per gal	1.05	
Olive Foots, prime green, per 1b	.09346	.091/2
Chemicals		
Soda, caustic, 76 per cent, per 100 lbs	3.50 @	2.65
Soda Ash, 58 per cent, per 100 lbs	1.75	
Potash, caustic, 88@92 per cent, per lb.,	1.75 (3)	2.10
f a h Wester	071/6	071/
f. o. b. Works	.071/4@	,U/ y2
rotasu Carbonate, somos per cent, per m.,	051/6	0611
N. Y. Salt, common, fine, per 100 lbs	.051/4@	omina
Sulphyric acid 60 decemes not ten		
Sulphuric acid, 60 degrees, per ton		9.50
Sulphuric acid, 66 degrees, per ton	14.50 @1	
Borax, crystals, per lh	.051/2@	.00



# OTTO of ROSE d'OR

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# CHUIT-NAEF

GENEVA, SWITZERLAND

# BASICAL ODORANT PRINCIPLES

(Natural and Artificial)

of the utmost purity for use in the preparation of all scented products

QUASI-NATURAL PERFUME BASES

UNGERER & CO.

NEW YORK

In perfumes and compounds of a Violet character, where great concentration is required, our

## **OIL ORRIS ROOT**

Liquid Absolute

gives results that are unattainable with ordinary Butter of Orris. It is a pure distillation from Florentine Root.

## W. J. BUSH & CO., Inc.

370 SEVENTH AVE.

NEW YORK, N. Y.

also

54 W. Lake St., Chicago, Ill.

70 Kilby St., Boston, Mass.

## Fabrique de La Sabrane

GRASSE (A. M.) FRANCE

The flower essences of <u>new crop</u> are now arriving, and we are in position to supply you at interesting figures. It will pay you to investigate this line.

# Absolute Flower Essences Liquid Flower Essences Concrete Flower Essences Pomades

We have new prices, very attractive, effective August 15.

We also offer

2

#### Oil of Neroli

of a very superior grade at an interesting figure.

#### GEORGE LUEDERS & CO.

New York :: Chicago :: San Francisco :: Montreal

Sole Agents:

UNITED STATES, CANADA, CENTRAL and SOUTH AMERICA

### L. GIVAUDAN & CO.

Geneva, Switzerland

Paris and Lyons, France

#### CYCLAMEN "SAVOY"

In the celebrated, historical province of La Savoie (France) adjacent to the snow covered Alps, the delicate, wild flower of cyclamen, the true and real flower, bearing this name, abounds. The sweet and delightful scent it produces could best be compared to the violet. Many have been the attempts by experienced perfumers to produce a real scent under the name of cyclamen, but however agreeable the result may have been, it did not represent the character of the true, wild cyclamen of Savoie. Messrs. Givaudan & Company now offer to you a synthetic embodying the base for the reproduction of one of nature's most beautiful flower scents, under the name of

#### CYCLAMEN "SAVOY"

#### **MUGUET "16"**

The French word "muguet" stands for our flower, Lily of the Valley. Not to conflict with the Lily of the Valley we are selling under this name and which has met with such great success among the manufacturing perfumers, we have adopted for this new product the same name under which it is so well known in European markets, viz:

#### **MUGUET "16"**

The addition of a newly discovered product, to our Lily of the Valley, heretofore so much appreciated, has enabled us to produce a marked improvement in flowery effect and distinctive character. We invite our customers to try this new creation which we feel will be interesting.

#### GEORGE LUEDERS & CO.

Sole Agents for U. S., Canada, Cuba and Mexico

New York

Chicago

San Francisco

Montreal

Agents for Australasia-Carrying Stocks:

Alfred Lawrence & Co., Ltd., 527 Collins Street, Melbourne, Victoria; 162 Clarence Street, Sydney, N. S. W.

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NEW ORLEANS
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SAN FRANCISCO
MONTREAL

#### FRITZSCHE BROTHERS, INC.

82-84 BEEKMAN STREET.

**NEW YORK CITY** 

Your attention is specially requested to our new

# SYNTHETIC FLOWER CONCRETES Jasmine, Rose and Orange

These are the purest natural odors, unaided and unfixed through blending. Not made with a view to price, but to give the highest degree of satisfaction.

Our

#### NATURAL LAVENDER OILS

are from the heart of the producing section, distilled in the most important, modern factory and are the finest produced on French soil. Stocks are in hand to meet requirements for all grades from the Barreme containing not less than 50% Natural Ester down to the U. S. P. Oils of 32-33% Natural Ester.

New arrival of Oil of

#### FRENCH NEROLI PETALE, EXTRA

is of unusual good quality. If you have had difficulty getting good Neroli, ask for a sample from this new stock.

On account of the much higher duty which will be imposed on Synthetic Flower Oils, we respectfully urge users of Schimmel & Co.'s standard Synthetics to lay in as large a stock as possible. We can make prompt deliveries at the lowest prices in years.

Sole Agents in the United States and Canada for

SCHIMMEL AND COMPANY, Miltitz (Leipzig) Germany

GRAS AND COMPANY: Cannes, France

# For the Superb Fragrance of the Distinctly American Flower—Buy Fries & Fries

### American Beauty Rose— \$45.00 Per Pound

An exquisite, lingering perfume that is exceptionally popular.

Sample on request.

#### The Fries & Fries Company

Cincinnati 1501-1513 W. Sixth Street New York 242 Pearl Street

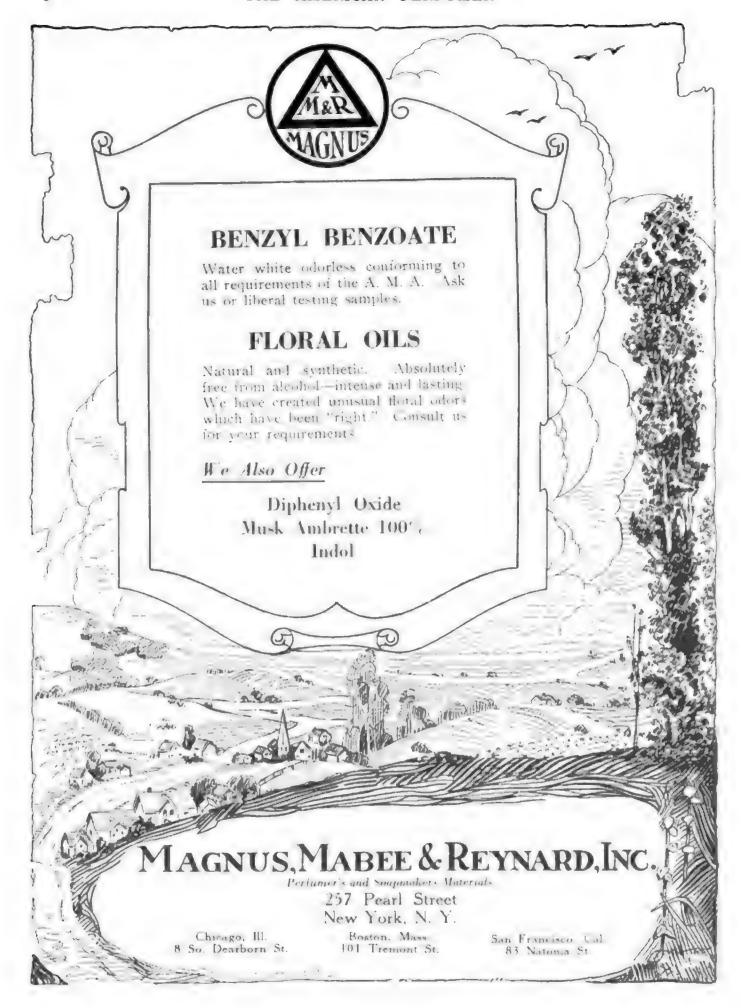


#### NOTE:

We are the largest manufacturers of Di-Ethyl Phthalate in the world. Get in touch with us on your requirements. Insist that your

#### 39-B SPECIAL DENATURED ALCOHOL

be made with Fries & Fries Di-Ethyl Phthalate.



THE AMERICAN PERFUMER - SYNFLEUR INSERT No. 146A.

COPYRIGHT, 1922, BY M. UPSHUR VON ISAKOVICS



#### Synfleur Quality

Standard Perfume and Flavoring Materials
Manufactured in the United States of America



#### Co-operation Necessary for Success

Modern methods make co-operation a necessity. Science progresses daily, has progressed for many years. No one man can master the entire field. Yet how often business men, up-to-date in other respects, ignore this fact. Just because a product has been made for years, they often get the idea that it cannot be made to better advantage.

Yet, our friend, does this hold good in any line of human endeavor? Would the stage coach of our forefathers suit the business man, who travels in the Twentieth Century Limited? But the same old argument is often made about formulas and processes, that antedate most of the mortals now alive. Just stop and think a moment. Is this common sense?

We realize that in order to succeed, progress is necessary. We not only aim to profit by the work of our co-workers throughout the world and review all the scientific publications issued, which at all refer to our special field, no matter whether printed in English, French, Spanish or German, but we spend large sums annually for purely research work, that may enable us to make a product "just a little better than the other brand" and often the results exceed our expectations.

Synfleur Quality alone is responsible for the success of Synfleur products. We have no salesmen---in time you will come to our way of thinking---in time you will profit by the success of others.

But we are not content in making Raw Materials that will surpass—we go much further. We spend large amounts annually in research work how they may be used to best advantage, how they may help you to make better goods. Does it pay?

A few years ago one of the largest manufacturers submitted a few questions about one preparation to our "Manufacturing Service." At that time it was a side line. Last year his output consisted of millions of packages. Did it pay? Of course this service is limited to clients. We are ready to serve you as well. We shall not take up your time needlessly. No salesman will ever bother you. But when you are ready, we are here---at your command---we will do our best for you.

Yours for scientific co-operation,

SYNFLEUR SCIENTIFIC LABORATORIES, Inc.



#### Synfleur Scientific Caboratories, Inc.

M. Upshur von Isakovics, Pres. and Treas.
Monticello, New York, U.S. A.



#### THE AMERICAN PERFUMER - SYNFLEUR INSERT No. 146C.

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#### Synfleur Quality

Standard Perfume and Flavoring Materials
Manufactured in the United States of America



#### Honeysuckle=Synfleur

A Raw Material of highest strength, invaluable, and of inestimable service to the manufacturing perfumer. It not only enables the manufacturer to reproduce that delightful fragrance of the Honeysuckle blossom in handkerchief perfumes, toilet waters, sachets, and all toilet articles, but it furnishes a new note in proprietary creations.

A number of recent successes along this line owe their popularity to Honeysuckle-Synfleur. While delightfully sweet in odor, this material imparts lasting qualities to every odor in which it is employed. Usual Synfleur Quality---the acknowledged standard.

Prices strictly net, throughout the world:
Pounds \$36.00 Ounces \$2.50

We have no salesmen, as stated on previous page.

If you wish to profit by "Synfleur" Quality, we shall be pleased to have your advice by mail. We are professional men first---we are ready to serve you---but we await your advice.



#### Synfleur Scientific Laboratories, Inc.

M. Upshur von Isakovics, Pres. and Creas.
Monticello, New York, U.S. A.



#### THE AMERICAN PERFUMER - SYNFLEUR INSERT No. 146D.

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#### Synfleur Quality

Standard Perfume and Flavoring Materials
Manufactured in the United States of America



#### Cologne-IM-Synfleur

Produces a delightfully refreshing---formerly known---German Cologne--one of the most popular materials on our list. For cologne employ 1 lb. to 10 gallons. Very powerful and sweet. Write for further suggestions.

Much used for perfuming toilet articles of all kinds--suitable for any perfumery purpose, where maximum of odor strength at minimum of cost is desired. Very popular in soaps.

Pounds \$12.75

Ounces \$1.00

#### Cologne Oil-Synfleur

For colognes of the Farina type, delightfully refreshing and extremely strong. Suitable either for Cologne (1 lb. to 10 gallons) or for perfuming all toilet articles.

Pounds \$15.55

Ounces \$1.20

#### Cologne Oil-W-Synfleur

For cheaper colognes---very durable---suitable for all perfumery purposes ---much used in soaps.

Pounds \$10.55

Ounces \$ .90

Cheaper Cologne materials are also available.



#### Synfleur Scientific Caboratories, Inc.

Monticello, New York, U. S. H.





# Will Your Package Stand the Comparison?



Will your tube harmonize with other toilet packages that the consumer is familiar with?

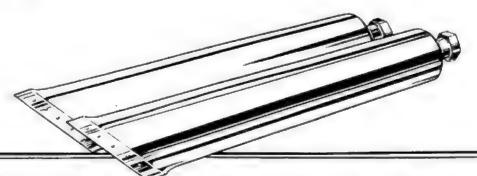
Our art department can design and our plant can execute really artistic tubes. Are we doing it for you?

Remember too we are leading makers of sprinkler tops.

#### A. H. WIRZ, INC. Established 1836 Incorporated 1914

CHICAGO BRANCH OFFICE Cooper and Shuesler 8 South Dearborn Street

NEW YORK OFFICE 30 East 42nd Street



WIRZ CONTAINERS WILL \$ELL YOUR GOODS





## **HUGUES AINE**

Grasse

# Orange Flower Products

Hugue's Aine's quotations on floral essences are based on flower costs. No concessions in quality or concentration were made when these costs were high, the Hugues Aine standard was rigidly maintained, but prices had to be correspondingly increased.

This year favorable conditions resulted in an unexpectedly fine crop of orange flowers. The flowers were available at lower prices and Hugues Aine customers reap the benefit.

We are able to offer from the new crop

OIL NEROLI D'OR

HYPERESSENCE ORANGE FLOWER

FLORESSENCE ORANGE FLOWER

ORANGE FLOWER POMADE

ORANGE FLOWER WATER

at prices as low as are being quoted on vastly inferior products.

Hugues Aine quality needs no introduction or explanation, their standards are never lowered. At the new crop prices the American perfumer can replace inferior oils with the finest Oil Neroli obtainable without increasing his costs unduly.

UNGERER & CO., New York





#### SERVICE

We invite your attention to our dependable sources of supplies covering Perfume Raw Materials.



We want to draw your attention to the following points:

1° Our goods are guaranteed pure.
2° The quality, odor and strength are always the same

Essential Oil of Bitter Almende Natural, S. P. A. Essential Oil of Bitter Almends Natural, U. S. P. Essential Oil of Sweet Almonds U. S. P. Essential Oil of Geranium Algiere Pure

Essential Oil of Geranium Bour-

Essential Oil of Lavonder Spike

" " Lavender Alpa

" Lavender Mont

Essential Oil of Lavender Flowers U. S. P. Essential Oil of Lavender for

Soaps Escential Oil of Neroli Bigarado Potales pure Escential Oil of Neroli Bigarado

extra
Essential Gil of Peppermint
French

French
Essemtial Oil of Red Thyme Algiers
Essemtial Oil of Vetivert Bourbon
Essential Oil of Vetivert Java
Essential Oil of Ylang Ylang Manila

CONCRETES

Represent the full oder-value of the flowers from which they extracted and are of the highest possible concentration.

Rose de Mai Jasmin Orris

ABSOLUTES Are identical with the Concretes but are the pure aromatic principle of the flower, undituted by any foreign body and have greater strength, their ready solubility offering to the perfumer a satisfactory and quick method for arriving at results.

Rose de Mai

Iasmin

The fixeders represent in all their intensity the natural oders of the perfume bases from which they are extracted and are of highest possible concentration attainable. They are readily soluble in alcohol. **EXTRAFLORS** 

Their foundations were laid by an acknowledged French expert and are effered to the American perfumers as maritorious bases affording him an opportunity to build the superstructure in accordance with ideas dictated by his individual requirements.

ODOROLS

Are identical in odor with Extraflers but manipulated to meet the requirements of manufacturers of toilet powders, creams and SURFLEURS

SURFLEURS

They are eccentifically compounded perfumes of artificial origin distilled in the presence of the flower bearing its name, thus enriching the finished unit with a naturalness in aroma exceeded only by the flower itself.

J. MERO & BOYVEAU FRANCE GRASSE

#### SYNTHETICS

Manufactured by

ALBERT VERLEY, Isle Saint Denis (Seine) France

#### "A. V. RENOWN"

Acetates-Alcohols-Aldehydes 100% Pure-Phenylacetates - Propionates - Salicylates Valerianates

Benzyl Benzoate Pure Oil Cinnamon Ceylon Citranol (Honey Aldehyde) Citronellol Ordinaire Cyclo Citral (Lily Base)

Geraniol Geraniol Palma Rosa Heliotropal

Methyl Acetophenone, Water White Muguet Aldehyde Neanthone (Octyl Primaire) Nerol Pure Rhodinol Extra A. V.

#### SYNTHETIC FLOWER OILS

They are a combination of the absolute natural Grasse Essences with high class Aromatical Chemicals. They have been carefully studied and are the results of the thorough tests made by Albert Verley's laboratories, being successfully employed in perfumery, chiefly on account of the mutual actions observed between chemicals and natural essences in perfume compositions.

PERFUMES FOR TOILET SOAPS Especially prepared to resist alkali reaction.

OTTO OF ROSE, 100% Pure

Standard, One Quality O. Donellian & Company, Bourdour, Asia Minor

Original coppers 10 oz., 16 oz., 1 Ko.



#### DELPHI PRODUCTS, Inc.

Natural and Synthetic Raw Materials for Perfumers

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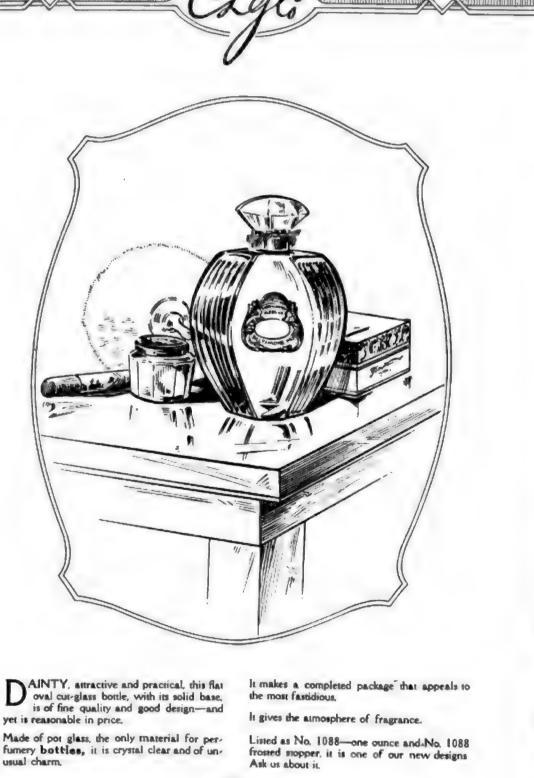
572 W. Randolph St. Main 4762

95 Beekman St., NEW YORK Telephone-Beekman 1514 Cable Address-"Incense"



#### DEELEPH





MAIN OFFICE BALTIMORE, MD



NEW YORK OFFICE 290 BROADWAY

CARR-LOWREY GLASS CO.









Synthetic Raw Materials for Perfumes, Toilet Soaps, etc.

Natural Fruit Essences

### Methyl Violet

That "the consumer is King" is a fact that cannot be denied. It is therefore obvious that success in merchandising is directly proportionate to the extent to which the manufacturer adjusts himself to the demands of the consuming public.

In the perfume line, the prevailing demand today is for oders of what are sometimes termed the "French style" That being the case, the road to follow in order to secure volume is plain and un mistakable. To meet the demand for the prevailing type of odor. Methyl Violet Mühlethaler will be found a factor of much influence, inasmuch as it gives to bouquet compositions that characteristic which stands forth most prominently in the odors that, at the moment, are in greatest favor.

Samples and prices of Methyl Violet Muhlethaler will be sent promptly on request.

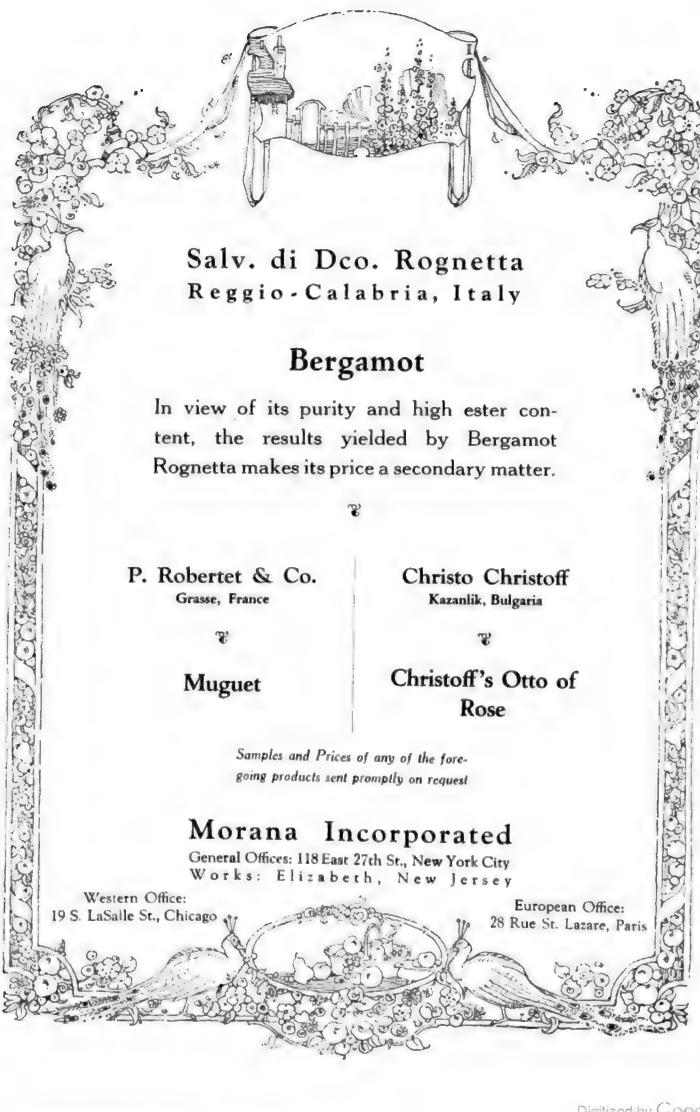
Exclusive American Agents

#### Morana Incorporated

General Offices: 118 East 27th St., New York City Works. Elizabeth, New Jersey

Western Office: 19 S LaSalle St., Chicago European Office: 28 Rue St. Lazare, Paris





# Société Chimique des Usines du Rhône

Home Office

Factories
St. Pons and Rouseillon,
France.
La Plaine, Switzerland.



THE use of our products by the leading manufacturers of perfumes, of soaps and of toilet preparations who have set the standard throughout the world for high class products is proof of their superior quality and dependable uniform purity.

To the intrinsic merit of our products is added consistent and dependable service and a sincere desire to meet the individual needs of our customers.

#### RHODIA CHEMICAL COMPANY

65 Fulton Street, New York, N. Y.





## Afloat

Due July 10th.
Prime double refined bleached Galician
Ozokerite.

### Landed

Snow white sun bleached Beeswax in discs—shipments now received at regular intervals insuring continuous supplies.

### To arrive

Zinc Oxide, French, Blanc de Neige Societe de la Vieille-Montagne.

## On hand

A complete line of raw materials for Perfumers, Soap makers and manufacturers of Toilet Articles.

### M. L. Barrett & Co., Manufacturers

**Importers** 

ESSENTIAL OILS : SYNTHETICS : BOUQUETS : TALC

233 West Lake Street

Chicago

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ESTABLISHED 1795

# Essential Oils FLOWER OILS

# LAUTIER FILS

Head Factories at GRASSE France (Est. 1795)
Branch Factories at BEYRUTH (Syria)

DISTILLERIES OF LAVENDER OIL (ST. ANDRÉ—BASSES ALPES (FRANCE)

#### NEW YORK 47 CLIFF STREET

PHONE: BEEKMAN 9330 and 9331

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SYNTHETIC AROMATIC CHEMICALS

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# HEIKO-LILAC "A"

Most modern base for Lilac compositions

## Novelty

Full stock on hand. All orders can be filled promptly

# Heiko-Lilac"B" Heiko-Lilac"C"

Lilacs for all classes of perfumery

## HEIKO-MIMOSA, New

Samples and Particulars to Manufacturers Exclusively

## OIL ROSE BULGARIAN

GENUINE OTTO OF ROSES

Especially distilled for Heine & Co., New York, in Karlova, Bulgaria



# HEIKO-ROSE "C"

Entirely new Rose type of great power

## Heiko-Maia

HEIKO-BOUVARDIA

**HEIKO-LILY** 

**HEIKO-CYCLAMEN** 

**HEIKO-AZALIA** 

Heiko Honeysuckle

Heiko Rose
Synthetic Oil Rose

Heiko Iridoron
Latest artificial Violet

Heiko Jasminette Best coloriess Jasmine

Heiko Rose Moderne Elegant base of the Parisian Type Heiko Pink
The Standard

## HEINE & CO.

NEW YORK

52-54 CLIFF STREET



# On Buying Vanity Cases

MANY things have been written about metal vanity cases, but far too little has been said about the principles that should be borne in mind in buying them.

Too often the custom is observed of selecting a number of manufacturers of metal vanity boxes and arbitrarily placing the order with the lowest. If it were possible to find a group of manufacturers alike in their equipment, identical in artistic skill

and similar in their zeal for perfect workmanship — if this were possible, then this custom would be sound and reasonable.

But there is a difference in manufacturers of metal vanity boxes—in their capacity to create individual, graceful, artistic designs, in their ability to deliver containers absolutely uniform in workmanship, in finish and in beauty—and this difference is almost always reflected in the difference in value.

August Goertz & Co.

276 Morris Street Newark, N. I.

# What Percentage Alcohol is found in Your Product?

Surely the alcohol content in your perfumes or toilet waters is sufficiently great to demand that the spirits you use be the purest obtainable, denatured with quality ingredients.

Do you know that Lohocla Alcohol flows through forty-four distillations at every process? And that Lohocla denaturants are mixed in glass lined tanks cleaned of all impurities?

Write for Lohocla prices on formulae 39a, 39b and 40.

David Berg Industrial Alcohol | Company Philadelphia, Pa. Branches in Fifteen Principal Cities



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# Societe Anonyme des Etablissements Justin Dupont

Argenteuil (S. & O.), France

We wish to call your special attention to our standard products of superior and perfect quality, the result of studious researches and constantly improved methods in manufacturing. Our specialties offer to the perfumer a scale of perfumes of extraordinary variety of all the different flower odors.

Cyclamen Fleurie

Jasmin D, Jasmin Invar, Jasmin Nouveau

Lilas Nouveau, Fleur de Lilas

Phixia (Hydroxy Citronellal)

Narcisse C.N., Narcisse Invar

Samples on Request

JUSTIN DUPONT, INC.

18 Cedar Street

New York













STRENGTH

## JULIAN W. LYON & CO.

#### **NEW YORK**

#### Natural Flower Perfume Materials

In this line which comprises the highest type Absolutes, Concretes and Pomades, the ideal climatic conditions and soil of the Mediterranean foothills of the Alps, backed by the Artistic Genius of the French people, has made France pre-eminent.

We have these marvelously perfect products as made by the Societe Anonyme des Anciens Establissements AUGUSTE BER-MOND, who for over one hundred years have been confining their efforts exclusively to the production of only the finest Natural Flower Perfume Materials. All of their products are sold by us under their original seal and guarantee.

#### MAIN OFFICE

#### 35 FULTON ST., NEW YORK, N. Y.

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Cable: Julyon, New York

WESTERN OFFICE: EUMANN BUSLEE & WOLFE Inc. 321-323 N. SHELDON ST. CHICAGO, ILL. elephone: Monroe 1844-5

PHILADELPHIA OFFICE: C. H. CAMPBELL MANAGER 689 Drexel Bldg. Telephone: Lombard 3610

CANADIAN AGENTS: T. E. O'REILLY, Limited Excelsion Life Building
TORONTO Telephone: Main 7968-1-2



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INCORPORATED

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Auguste Bermond

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FRANCE

MAISON FONDÉE EN 1820

Matiéres Premieres pour la Parfumerie

PRODUCERS OF HIGHEST QUALITY

CONCRETES—LIQUID ABSOLUTES—NOVA ABSOLUTES—POMADES—ABSOLUTES COLORLESS—RESINOATES

ESSENTIAL OILS—FLORAL WATERS
CONCRETE ORRIS FLORENTINE

SAMPLES AND PRICES WILL BE SENT ON REQUEST

COMPLETE STOCKS NOW CARRIED IN NEW YORK
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MANAGER
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## LILAC FLOWER OIL SUPERFINE

A HIGH-GRADE LILAC OIL, POSSESSING THE TRUE ODOR OF THE FLOWER, ITS MARVELOUS QUALITY IN THIS RESPECT BEING UNSURPASSED. WE OFFER OUR LILAC SUPERFINE AT A PRICE SUFFL CIENTLY ATTRACTIVE TO BE WITHIN THE REACH OF EVERY PERFUMER, DESIROUS OF PROCURING THE BEST COMPOUND OF THIS POPULAR PERFUME WITHOUT THE NECESSITY OF PAYING A FANCY FIGURE FOR IT.





NATURAL



STRENGTH

## JULIAN W. LYON & CO.

INCORPORATED

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NEUMANN BUSLEE & WOLFE Inc.
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**EXCLUSIVE AGENTS FOR UNITED STATES AND CANADA FOR** 

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REGGIO, CALABRIA, ITALY

PRODUCERS OF HIGHEST QUALITY

OIL BERGAMOT OIL LEMON U.S.P. OIL MANDARIN OIL ORANGE U.S.P.

COMPLETE STOCK CARRIED IN NEW YORK AND AT **BRANCH OFFICES** 

IN ORIGINAL UNOPENED CONTAINERS

### SOCIEDAD ANÓNIMA MONEGAL BARCELONA, SPAIN

STOCK NOW CARRIED IN NEW YORK

OIL LAVENDER ASPIC

OIL ROSEMARY PURE OIL THYME WHITE U.S.P. A Complete Line of

MAREY'S (Paris, France)

## TERPENELESS and SESQUI-TERPENELESS OILS

Sterling Purity Guaranteed

### SYNTHETIC CHEMICALS

Phenyl ethyl alcohol. Phenyl acetic aldehyde. Geraniol. Rhodinol. Musks. Methyl anthranilate. Hydroxy-citronellal. Ambremousse. Aubepine. Indol. Higher aliphatic aldehydes and alcohols.

### FLORAL OTTOS

Supreme Quality

VOLA ROSE LILYFOL

VOLA LILAC

VOLA TUBEROSE

VOLA SWEET PEA

VOLA FLEURS D'ORANGE

VOLA VIOLET VOLA JASMIN

VOLA NARCISSUS

Standard Quality

ROSE T. W.

LILY OF THE VALLEY

LILAC VEGETALE C 1

TUBEROSE C 1

SWEET PEAC

NEROLI PETALE ART

VIOLET 45

JASMIN WHITE C

NARCISSUS C 1

ROSE ABSOLUTE (FROM POMADE)

BLACK NARCISSUS

#### **ALIPHOL**

A distinctive, different, basic material for new creations.

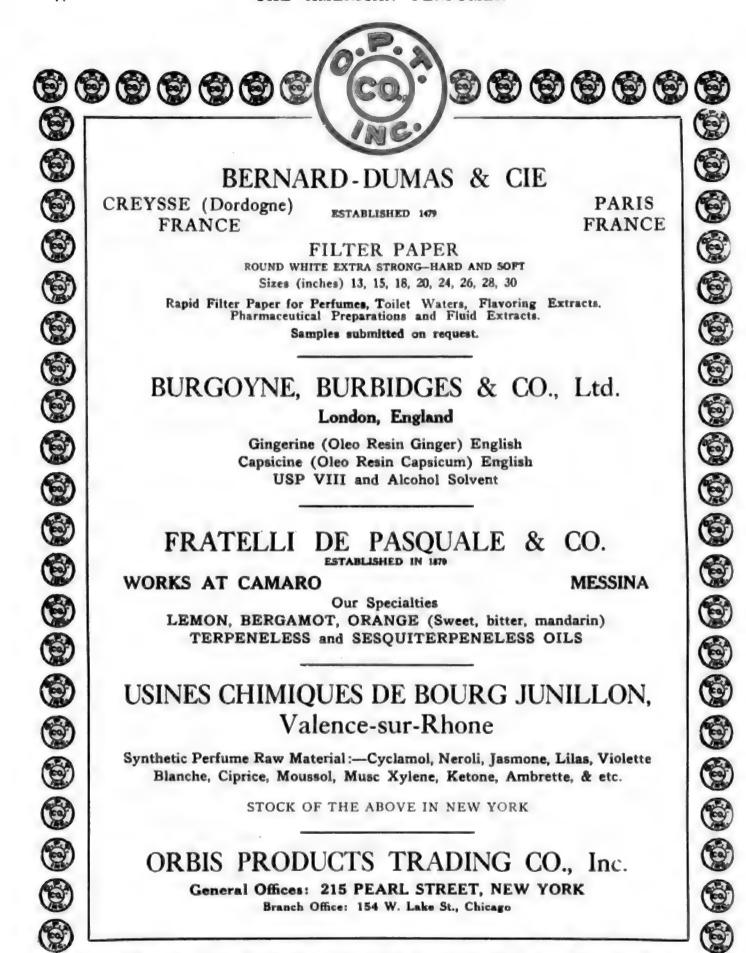
Trial oz. \$2.50

#### A. L. VAN AMERINGEN

CHICAGO OFFICE 186 No. La Salle Street Room 417

15 Irving Place NEW YORK CITY









# U. S. P. 190° COLOGNE SPIRITS

Our present method of chemical control in distillation has completely eliminated aldehydes from EVERCLEAR Cologne Spirits, and guarantees an absolutely uniform, neutral and odorless spirit, particularly recommended to the Perfumer.

All Formulas Specially Denatured Alcohol authorized for use in the manufacture of Perfumes and Toilet Preparations.

We shall be pleased to assist you in preparing and filing all papers necessary with the Internal Revenue Department to obtain permit to use Specially Denatured Alcohol.

Samples on Request.

# THE AMERICAN DISTILLING CO. Distilleries PEKIN, ILLINOIS

Branches and Warehouses as follows:

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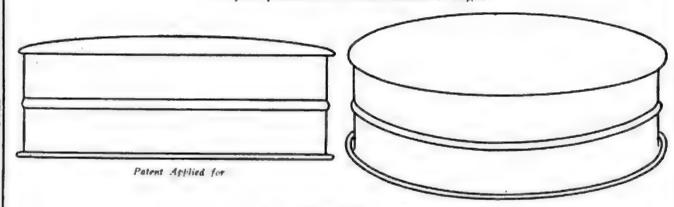
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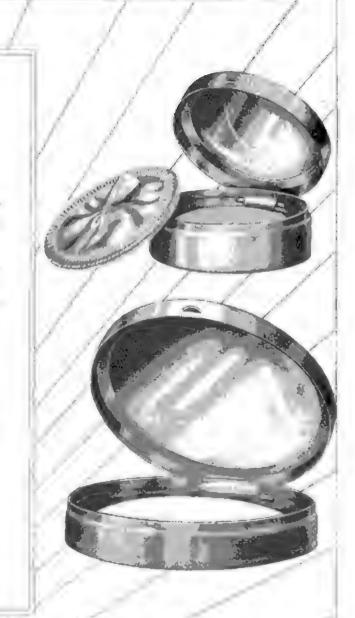
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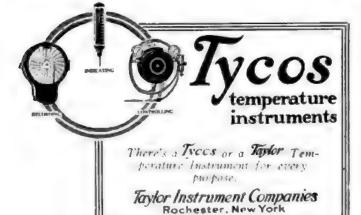
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POWDERED
SHAVING POWDER
TOILET AND BATH SOAPS

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# ISOBUTYL ALCOHOL

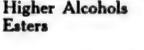
Specific Gravity	 .807 at $60/60^{\circ}$ F.
Boiling Range	 106-108° C.

Solvents Absolute Alcohol Higher Alcohols

#### Manufacturers:

Alcohol Products Ether Ethylene Iodine (Distilled)

**Iodine Products** Carbon Dioxide Potash Salts Ammonium Salts





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U. S. INDUSTRIAL CHEMICAL CO.

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# EGYPTIAN HENNA SHAMPOO

HENASOAP SHAMPOO is a combination of the active coloring principles of Hopkins Egyptian

Henna with Hopkins Neutral White

Soap—delicately perfumed.

HENASOAP SHAMPOO gives a rich, cream lather, cleanses the scalp—gives a glint to the

hair and makes satisfied customers

HENASOAP SHAMPOO is sold to manufacturers only

Send for Sample and Quotation

#### J. L. HOPKINS & CO.

100 WILLIAM STREET

IMPORTING DRUG MERCHANTS

NEW YORK CITY

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## COLLAPSIBLE TIN AND LEAD TUBES

Plain and Decorated

Sprinkler Tops, Essential Oil Cans, Screw Caps

We are not large advertisers—you get the benefit in prices
WRITE FOR SAMPLES AND PRICES

CONSOLIDATED FRUIT JAR CO.

ESTABLISHED 1858

NEW BRUNSWICK, N. J.





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Service and Quality
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#### VANILLA BEANS

7200







# Back Your Finished Products With Our Amalie Raw Materials

Be assured that Amalie Brand Products will make your results certain. Blend our high standards with yours and secure uniform superior quality:

#### AMALIE TECHNICAL WHITE OIL

Coupled naturally with the production of Amalie Medicinal White Oil, is the refining of a suitable technical oil for use in the manufacture of cold cream, cosmetics, toilet preparations, etc.

Amalie Technical White Oil is a high grade product. It is a sweet, practically odorless and tasteless Mineral Oil. It is colorless, and in appearance like a Medicinal Oil. Its sweetness makes it a particularly desirable oil for use in the manufacture of cold cream, for use as a spray, and for the many purposes for which a high grade Technical Oil is required.

Also makers of Amalie Medicinal Oil, Amalie Petrolatums, U. S. P., and Amalie Snow White Mineral Jelly.

# L. SONNEBORN SONS, INC.

General Offices: 116 Fifth Avenue, New York City

Refinery: Petrolia, Pennsylvania

Manufacturing Plant: Nutley, N. J.

# CHUIT-NAEF, GENEVA

#### ANTICIPATED CHAOS

The proposed Tariff Bill as it now reads carries a duty of 45 per cent ad valorem on natural isolates and some artificial aromatic principles, a rate of 50 per cent and 40 cents per pound on semi-finished perfume bases and one of 90 per cent and  $10^{1}/_{2}$  cents per pound on many imported aromatic chemicals.

This means that perfume materials of the CHUIT-NAEF quality must pay a duty of from two to three times that now in effect. It is obvious that the prices on goods of this quality must be correspondingly increased.

The consumers of these odorant materials must recognize that it is the part of wisdom to anticipate future requirements at the present low cost levels and thus guard against price increases which under the present highly competitive conditions may easily be embarrassing.

Our present stocks are entirely adequate and we shall consider it a privilege to serve the American perfumers by making reservations from our supplies to cover their future needs.

**UNGERER & CO., NEW YORK** 



American Perfumer



AMERICAN CAN COMPANY





# OTTO of ROSE d'OR

For the Perfumer Who Seeks to Employ the Full Rich Fragrance of the Rose There Is Only

## OTTO OF ROSE d'OR

distilled exclusively from selected blooms of the superb red roses of Kazanlik

It is only from these red roses, Rosa Damascena, that the finest Otto is obtained and then only when they are grown in certain favored districts of Bulgaria where the cultivation rests on the accumulated experience of centuries.

The selection and distillation methods of Botu Pappazoglou & Co. are equally the results of long experience and OTTO OF ROSE d'OR for many years has set a standard for purity and richness of odor value which others have found it difficult, if not impossible, to equal.

BOTU PAPPAZOGLOU & CO. - - Kazanlik UNGERER & CO., Sole Agents - - New York

# CHUIT-NAEF, Geneva

# **Basical Odorant Principles**

of the utmost purity and standardized quality for use in the preparation of all scented products.

# Quasi-Natural Perfume Bases

possessing interesting possibilities for the creation of new odors and the improvement of present ones.

UNGERER & CO., New York

# UNGERER QUALITY

There is always an excuse for those who wish to In times of scarcity and high prices the large adulterate. profits possible are a temptation to "stretch" the oils. In periods of deflation the small margins and frequent losses are offered as a valid reason for adopting a similar practice.

Ungerer Quality, however, is standard during all periods. Whatever the conditions the label of Ungerer and Company stands for unvarying purity and the highest quality pro-Our foreign principals are no less reliable and their names are a guarantee of value and an insurance against adulteration.

Such a claim as this is meaningless unless backed by a long period of unfailing adherence to the difficult standard We offer in evidence the reputation built upon years of strict insistence on quality and the experience of thousands of satisfied customers.

To the less intimate we urge that they put us to the ultimate test by purchasing Ungerer volatile oils and perfume materials more frequently and becoming familiar with Ungerer Quality.

"Our Quality is always higher than our price."

UNGERER & CO. NEW YORK

# We call your attention to the following of our Specialties:

#### MUSK

Tonkin and Sawko in pods or grains.

Our long established connections in Shanghai being closer than purely commercial interests, enable us not only to offer prices which will compare favorably with those quoted to you by firms directly from Shanghai, but more particularly to guarantee you a reliable, choice quality. For Musk, more than any other article Civet, perhaps excepted, quality alone should be considered. In fact, the price is of little value without the Musk in your hands for approval, which is always the case with us. Many are the ways of adulteration, often so scientifically made, that an expert alone can detect same. We give you full guaranty for what you buy from us, pods or grains. Our importations, which are by far the largest of any firm here or abroad, demonstrate fully the appreciation of our customers and the truth of our statement.

#### CIVET

CIVET. Every word we say about Musk, we can only repeat for Civet, with the addition, that our G. L. special quality, stands without a rival. The strength and superiority, due to the purity and selection, are so acknowledged that the trade is willing to pay the high price necessary to obtain pure Civet, having about double the value of the market price of so-called prime Civet. You can only test Civet in tincture, no other test is reliable. Note the strength, but more particularly, the Musk-like character of the scent of a tincture made with our Special Civet, and you will never use any other. We can well say the majority of the American perfumers are now using our Special Civet. Unfortunately, the supply is comparatively limited.

#### A Few Other of Our Many Specialties

Geranium Bourbon and Algerian (only limited quantities). Lavender flowers (32-42% Ester) now distilled for us. Rosewood femelle (Bois de Rose), direct importations.

ORRIS CONCRETE and liquid, our distillation. The liquid has fully the strength (and more) of the concrete, the wax (myristic acid) having been eliminated.

YLANG-YLANG, Manila. We are sole agents for the Julio Witte Brand, well known for its superior quality. The production of Ylang-Ylang in Manila has much decreased, the quantities shipped to us of the Julio Witte oil are not as large as we would like to receive.

From the Bourbon Islands our resident agent ships us large quantities of excellent oil Ylang-Ylang. We have found that by careful fractionation we produce an oil of very high character.

We further call your attention to our oil of Sandalwood, our distillation, Vetivert Bourbon and East Indian. Indol c. p. (original seal of the maker), Iso-Eugenol, Chlorophyll soluble in oil and alcohol, Otto of Roses, Batzouroff & Cie, Neroli, "La Sabrane" and last but not least

La Sabrane Flower Essences, Concretes and Pomades.

# GEORGE LUEDERS & CO.

427 Washington Street

New York

L GIVAUDAN & CO.



Canassic Alcohol, crystallisable, 1009

CRORES LUBBERS & CO.

Sale Agent for U.S. County Code and Martin.

4

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NEW ORLEANS PHILADELPHIA SAN FRANCISCO MONTREAL

# FRITZSCHE BROTHERS, INC.

82-84 BEEKMAN STREET,

NEW YORK CITY

Your attention is specially requested to our new

# SOLID FLOWER CONCRETES Jasmine, Rose and Orange

These are the purest natural odors, unaided and unfixed through blending. Not made with a view to price, but to give the highest degree of satisfaction.

#### Our

## NATURAL LAVENDER OILS

are from the heart of the producing section, distilled in the most important, modern factory and are the finest produced on French soil. Stocks are in hand to meet requirements for all grades from the Barreme containing not less than 50% Natural Ester down to the U. S. P. Oils of 32-33% Natural Ester.

New arrival of Oil of

## FRENCH NEROLI PETALE, EXTRA

is of unusual good quality. If you have had difficulty getting good Neroli, ask for a sample from this new stock.

On account of the much higher duty which will be imposed on Synthetic Flower Oils, we respectfully urge users of Schimmel & Co.'s standard Synthetics to lay in as large a stock as possible. We can make prompt deliveries at the lowest prices in years.

Sole Agents in the United States and Canada for

SCHIMMEL AND COMPANY, Miltitz (Laipzig) Germany

GRAS AND COMPANY: Cannes, France

A INDERIOUS SERVICION DE LA COMPANSA DEL COMPANSA DEL COMPANSA DE LA COMPANSA DEL COMPANSA DE LA COMPANSA DEL COMPANSA DE LA COMPANSA DEL COMPANSA DE LA COMPANSA DEL COMPANSA DE LA COMPA



#### 6

# NARCISSUS

A delicate, yet unusually penetrating Narcissus Flower Oil has been developed in the magnificently equipped plant of

The Fries & Fries Co.

We will be delighted to send you FREE a generous sample of this superior oil if you write your name across your letterhead and send it to our offices.

We would also like to tell you a little about our special Cold Cream and Talcum and Face powder oils.

These are amazingly powerful, and are absolutely guaranteed not to discolor your product.

Let our chemists solve YOUR problems

Largest
Manufacturers of
Di-Ethyl Phthalate







EXPERT BOTTLE BLOWER:

# What of 1923?

As the dark international clouds roll by many a timid manufacturer stands in amazement—waiting to see what is going to happen—other manufacturers allow the trade accelerations discovered in the closing months of 1922—which outlook points will continue well along in 1923, to slacking up their efforts. Forward! The world's straightening out of its uneconomic disproportions is not going to seriously affect America's largely economic independence.

We are given opportunities for the defence of honest standards in the intercourse of people opportunities to get business into safe channels where its flow will be steady, progressive and profitable—opportunities to throw off pessimism and inspire confidence—opportunities to demonstrate what America can accomplish when its subjects set their hands to do something—opportunities in solving the problems which cast a somber hue upon the year's threshold.

The tendency of independence and isolation among American manufacturers must be cast off

-co-operation among our manufacturing industries, be it what it may, is quite the thing -too much co-operation is an impossible occurrence. It is in association alone that the individual finds his impulse. It is through the giving and receiving of ideas that expansion can be encouraged. The sooner this fact is recognized the better for our progress. No man can ultimately be successful who allows his ultra egotism of selfishness to play the game alone disregarding its effect upon others. Since the foundation of our business many years ago we have preached co-operation we have co-operated with every manufacturer to the utmost —our clients for instance, find us the clearing house for their manufacturing snags. No man can master every field of science regardless of its type.

Criticism of business—if it carries sincerity instead of envy or some other minor motive will help the other fellow—if we can diagnose the other man's business illness even though at no gain to ourselves—let us be magnanimous and for the sake of America's commerce unselfishly help—eventually we are helping ourselves. We can't allow business to be destroyed.

That we are taking steps forward along these lines is corroborated as we happily read of the First National Perfume, Toilet Article and Soap Exposition to be held in New York City at the 71st Armory from April 9th to 14th inclusive, 1923. Just at the time of the Perfumers' Convention. All together to make both the Convention and the Exposition a decided success. Every perfumer or allied industry manufacturer should unselfishly help in one way or another.

Just one thought in conclusion to the American perfumery manufacturer—during the world's conflict, when European importations became extinct—when you were told that the goods you were using could no longer be obtained—we American manufacturers stood by you—sometimes at a financial sacrifice—just a sign of gratitude—and for your own protection don't rush to change your formulas, utilizing European goods to supplant American made commodities. Europe, we might say is today embroiled in a serious struggle. Can anyone predict the outcome? It requires a good prophet.





# Blend Quality with Skill

The skill of the expert in flower oil composition should be upheld by ingredients of highest quality. This applies to your alcohol base. Lohocla alcohol in either formulae 39,

39A or 39B, is of unsurpassed purity. Think of alcohol, every drop of which has passed through forty-four distillations. That is Lohocla. Let us send prices.

David Berg Industrial Alcohol Company Philadelphia, Pa. Branches in Fifteen Principal Cities

New York: 527 Hudson Street Telephone Watkins 8430



LARGEST EASTERN INDEPENDENT MANUFACTURERS





# White Metal Manufacturing Co. Hoboken, N. J.



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# DEEL PHOI



# *IRENIA*

The products derived from Cyclo-Citral have acquired during recent years, considerable importance in modern perfumery. It is sufficient to mention Ionone and Methyl Ionone in order to emphasize the importance of this series of compounds, the presence of which is generally considered indispensable in the majority of fine perfume compositions.

The use of these substances, though extensive, is not so general as the inherent interest of this class of compounds should warrant. This is because the derivatives of cyclo-citral already known (Ionone, Mythl Ionone) have so distinctly a violet character that they can scarcely be used in any quantity except in violet perfumes.

In order for the violet note not to predominate in a compound of the cyclo-citral series, a derivative must be prepared having a very high boiling point.

Such a product should be a fixative of the finest sort, applicable generally to compositions of widely different characters, and imparting to them only the remarkable finesse possessed by the substances of this group.

Our first investigations along this line have already enabled us to perfect the preparation of two new materials:

METHYL IONATE (boiling point 140° at 12 mm. vacuum) having a characteristic odor recalling that of mignonette (Réséda).

METHYL IRIDATE (boiling point 155° at 12 mm. vacuum) having a very agreeable fruity perfume suggesting Irone.

The flattering reception accorded these new products when they were submitted to our clients has encouraged us to continue our research in this field, and we have succeeded in producing two other new substances, the boiling points of which are 180° at 12 mm. vacuum:

#### IRENIA ALPHA IRENIA BETA

This achievement has richly repaid our efforts, for these new perfume bases, besides having an exquisite odor and great delicacy, are remarkable fixatives, owing to their high boiling point.

It is well known that odorous substances boiling at a sufficiently high temperature have great tenacity. To emphasize this point it is sufficient to mention our ALDEHYDE C14 (boiling point about 175°), the odor of which is so powerful that it can scarcely be masked.

IRENIA ALPHA has a very flowery note, while IRENIA BETA possesses an equally valuable fragrance of a wood or root character.

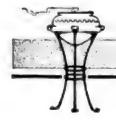
The perfect stability and great odor-power of these substances, as well as their property of producing a delicate flowery total effect in bouquets, make them basic materials of the very greatest interest for the perfumer.

#### DELPHI PRODUCTS, Inc.

Natural and Synthetic Raw Materials for Perfumers

CHICAGO 572 W. Randolph St. Main 4762

95 Beekman St., NEW YORK
Telephone—Beekman 1514
Cable Address—"Incense"



DELLEPHEN







# SERVICE



We want to draw your attention to the following points:

1° Our goods are guaranteed pure.
2° The quality, odor and strength are always the same

Essential Oil of Bitter Almonds Natural, S. P. A. Essential Oil of Bitter Almonds Natural, U. S. P.

Essential Oil of Sweet Almends U. S. P. Essential Oil of Geranium Algiera

Essential Oil of Geranium Bour-

Eteential Oil of Lavender Spike

Lavender Alpa
Lavender Mont

Blanc

Essential Oil of Lavender Flowers U. S. F. Essential Oil of Lavender for Soaps Essential Oil of Norell Bigarade Potalos pure Essential Oil of Norell Bigarade

extra Essential Oil of Popparmint

French
Essential Oil of Red Thyme Algiers Essential Oil of Vetivert Bourben Essential Oil of Vetivert Java Essential Oil of Ylang Ylang

#### CONCRETES

Represent the full odor-value of the flowers from which they are extracted and are of the highest possible concentration.

Rose de Mai

Jasmin

Orris

#### ABSOLUTES

Are identical with the Concretes but are the pure aromatic principle of the flower, undiluted by any fereign body and have greater strongth, their ready solubility offering to the perfumer a satisfactory and quick method for arriving at results.

Orange Rose de Mai Jasmin Mousee de Chene **FIXODORS** 

The fixedors represent in all their intensity the natural odors of the perfume bases from which they are extracted and are of highest possible concentration attainable. They are readily soluble in alcohol. **EXTRAFLORS** 

Their foundations were laid by an acknowledged French export and are offered to the American perfumers as meritorious bases affording him an opportunity to build the superstructure in accordance with ideas dictated by his individual requirements.

#### **ODOROLS**

Are identical in odor with Extrafers but manipulated to meet the requirements of manufacturers of tellet powders, creams and

#### SURFLEURS

They are eccentifically compounded perfumes of artificial origin distilled in the presence of the flower bearing its name, thus enrich-ing the finished unit with a naturalness in aroma exceeded only

J. MERO & BOYVEAU GRASSE FRANCE

### SYNTHETICS

Manufactured by

ALBERT VERLEY, Isle Saint Denis (Seine) France "A. V. RENOWN"

Acetates-Alcohols-Aldehydes 100% Pure-Phenylacetates — Propionates — Salicylates Valerianates

Acide Myristic, Purified Oil Cinnamon Ceylon Citronellol Ordinaire Cyclo Citral (Lily Base) Geraniol Geraniol Palma Rosa Heliotrope Extra Heptine Methyl Carbonato

Ionone Alpha-Beta Irenia Alpha Irenia Beta Iridate Methyl

Methyl Acetophenone, Water White Methyl Anthranilate of Methyl Methylnonylacetaldehyde

Mugnet Aldehyde

Rhodinol Extra A. V.

Neanthone (Octyl Primaire) Nerol Pure

#### SYNTHETIC FLOWER OILS

They are a combination of the absolute natural Grasse Essences with high class Aromatical Chemicals. They have been carefully studied and are the results of the thorough tests made by Albert Verley's labora-tories, being successfully employed in perfumery, chiefly on account of the mutual actions observed between chemicals and natural essences in perfume compositions.

PERFUMES FOR TOILET SOAPS Especially prepared to resist alkali reaction.

ARTIFICIAL FRUIT ESSENCES Extraconcentrated

The artificial fruit essences are obtained through the highest grade of concentration and are to be diluted in best alcohol in the proportion of 50 to 100 grammes per liter.

TYROLER LATSCHENOL-BRENNEREI BRÜDER UNTERWEGER Thal-Assling (Tirol)

Oil Pine Pumilio U. S. P.

Oil Savin, Genuine U. S. P.

Oil Juniper Twice Rectified, U. S. P.

Oil Albietis Alba (Pine Needle, genuine)
"Air Fresh Alp," Pine Bouquet.

#### DELPHI PRODUCTS, Inc.

Natural and Synthetic Raw Materials for Perfumers

CHICAGO

572 W. Randolph St. Main 4762

95 Beekman St., NEW YORK Telephone-Beskman 1914 Cable Address-"Income"







# Bruno Court, S. A.

Grasse, France

Pomades, Essential Oils, Natural Concretes of Flowers, Floral Waters, Olive Oil, etc.

### Service Fixes Cost

F LOWER oils are like other products in that their cost is determined by the service that they render. The service principle, so to speak, of flower oils is odor value. High odor value means low ultimate cost. Conversely, low odor value means high ultimate cost. There is consequently an obvious economy in buying flower oils on the basis of odor value rather than initial cost.

High odor value is the predominating characteristic of all Bruno Court natural flower products. The inclusion of a Bruno Court product in the formula means that the note to be sounded by that product will be given the utmost expression. This

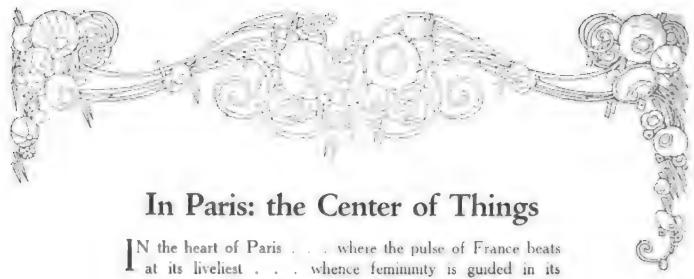
makes Bruno Court products inherently economical products to use.

Jasmin, Rose, Orange, Violet, Tuberose, Réséda, Cassie, Lily of the Valley, and Jonquille Bruno Court are deservedly popular among perfumers to whom quality is ever the primary factor in selection. Whether used in the form of pomade or of Concrete F, which offers a means of obtaining the results secured by the use of pomades without the time-consuming process of washing, they render a high degree of service at a remarkably low cost.

We shall be glad to send samples of the products mentioned promptly on request.

Exclusive American Agents:





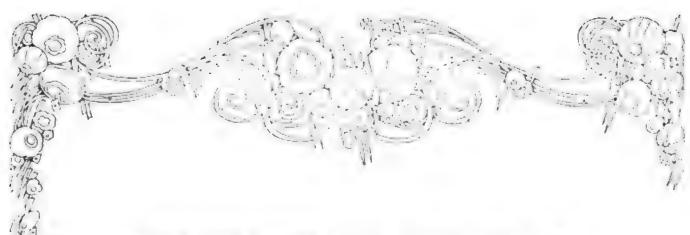
In the heart of Paris ... where the pulse of France beats at its liveliest ... whence femininity is guided in its fashions ... where aromatic products are given their cachet ... are our European offices and laboratories. Here, at 28 Rue St. Lazare, within a stone's throw of the Opera and the Rue de la Paix, birthplace of styles, fashions, and fancies, is our point of contact with our European sources of supply. Here, in the very center of things, we observe and note everything that affects and interests the American perfume industry, from oils to the dernier cri in knotting gold cord around a package of perfumery.

Before a product is shipped to the United States, it is compared in our Paris laboratories with the exacting standards that we have established for it . . . standards developed for products that must meet the requirements of that most discriminating and most critical of users of aromatic products: the Parisian perfumer. Unless a product meets our standards in every respect . . unless it passes every test to which it is put for quality and for applicability . . . it is rejected. As a consequence the

name "Morana" on a product becomes a guaranty of quality.

Into our European offices flows an unbroken stream of new products, . . . products that represent entirely original conceptions . . . others that are improvements upon existing products. All of these are tested for quality and availability, the two bases upon which rests our selection of a product, be its source what it may; for, all things being equal, service, not name, is what the user is most interested in. (It is interesting to note, by the way, the





number of aromatic products of exceptional quality that are produced by manufacturers whose names, familiar enough to European perfumers, are entirely unknown on this side of the water. Frequently a manufacturer in this class makes but a very limited line of products. But, be it due to concentration or be it due to genius, what he makes is made superlatively well. Therefore his products demand-and receive—the same careful consideration that is given the products of world-famous houses.)

Our European offices are concerned largely, but by no means exclusively, with the raw materials that are used by the perfumer and soapmaker. Hand in hand with this interest goes an equally strong interest in the multitude of products, such as bottles, boxes, labels, etc., that, in a sense, are as much raw materials to the perfumer as are his essential oils and aromatic chemi-

cals. Through our association with the leading French and Bohemian designers and manufacturers of glassware we are in a position to supply glass containers of exquisite design and faultless make . . . . glassware that is pre-eminently adapted to express the quality and character of its contents. Through our intimate contact with the leading Parisian ateliers we are enabled to be of service to perfumers desirous of being put in touch with the leading French designers.

Lastly, to our friends who go abroad our Paris offices are at their disposal as a headquarters and as a source of information and help. The American to whom "heureux de vous voir" is merely a collection of strange sounds in a strange land will detect in the "glad to see you" of our Paris associates a note as reminiscent of Home as turkey and cranberry sauce.





THE dominant note in Rose and Lily compositions is imparted by the Lily base. Figuratively speaking, it may be called the soul of Rose and Lily perfumes. As such, its character exercises a powerful influence upon that of the composition: it may either make or break it. Consequently, in selecting a Lily base, all other considerations must bow to quality.

As a Lily base Muguet Robertet enjoys—and deservedly so—a world-famous reputation. Known for the results that it yields, it is essentially a product that is bought on the basis of 'quality first.'

Muguet Robertet is never sold in other than sealed original packages.

We shall gladly send samples and prices upon request.

D)

#### Salv. di Dco. Rognetta Reggio-Calabria, Italy

#### Bergamot

PURITY—high ester content body . . . these are the points that distinguish Bergamot Rognetta and account for the preference given it by discriminating buyers

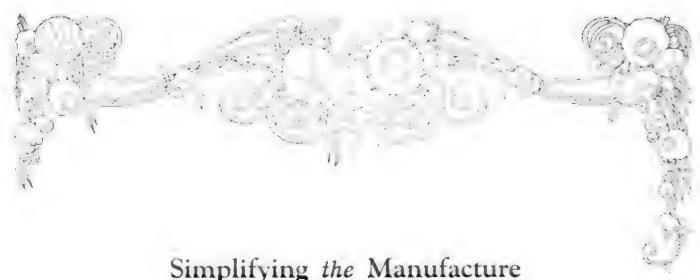
of essential oils

Bergamot Rognetta is a product that is decidedly worth while getting acquainted with. Samples and prices will be sent promptly on request.

Exclusive American Agents:







# Simplifying the Manufacture of Vanilla Extract

WHEREVER flavors are used Vanilla leads. It is the universal favorite among flavors. Its sales are several times greater than those of all other flavors combined. It is a staple, quick-selling, and constantly repeating item that commands attention from the standpoints of sales and profits.

Until recently Vanilla Extract could only be made by a complicated process, requiring much time, considerable experience, and elaborate equipment.

Now, however, Vanilla Extract is being made by a simple, quick and economical process and without the use of elaborate equipment. Percolation, filtration, and aging are

eliminated, together with the losses involved in these operations.

The basis of this new process is Morana True Vanilla 10X. This is the highly concentrated product of the finest and most carefully selected Vanilla beans. By merely adding grain spirits, water and sweetening to taste, a fine, highly aromatic Vanilla Extract is produced that complies with all federal and state regulations and that meets every requirement of the retailer and his customers.

Let us send you a sample of Morana True Vanilla 10X so that you can demonstrate to yourself how easily and how profitably you can now make Vanilla Extract.

- company



# A Master Product

INVENTIONS are sometimes stumbled upon accidentally. The quality of a product, however, is never hit upon by chance. It is invariably the result of painstaking effort and experience, of a carefully conceived and jealously adhered-to plan. Once the standard of quality striven for has been attained its maintenance becomes an obligation—sometimes merely as a matter of good business; more generally, however, because of pride of achievement.

Rhodinol Absolute Morana is a striking proof of the results achieved by undeviating adherence to a policy of which quality is the keynote. It is in every sense a master product—a product that exemplifies the character of the output of the Morana laboratories.

Rhodinol Absolute Morana is a true reproduction of the active perfuming principle of the Rose. It is made by specialists in the light of the best practise. This means (1) distillation in accordance with European methods; (2) isolation of the product in its purest quality; (3) absolute freedom from blending.

The dominant qualities of Rhodinol Absolute Morana are its rosy sweetness, undefiled by even the slightest suggestion of a by-odor—its lack of any tendency to sour-its colorlessness -the tenacity of its initial sweetness even after drying out on the test strip. These characteristics stamp the purity of the product: they are the undeniable proofs of its entire freedom from blending. In those modern types of odors of which Rose forms the base, particularly in light and delicately colored compositions, the use of Rhodinol Absolute Morana yields results comparable only with those that follow the use of the natural product.

We should like to have you put Rhodinol Absolute Morana to the test. To assist you in doing so, we will gladly send you a sample upon request.





#### Otto of Rose

UNSURPASSED quality has always been the outstanding feature of Christoff's Otto of Rose. This quality has been raised to an even higher level of excellence by the superb character of the oil yielded by the last crop of roses. To the perfumer to whom the Christoff brand is the standard by

which he judges Otto of Rose, the present quality—to say nothing of the price—will prove a revelation.

Christoff's Otto of Rose can only be had in scaled original coppers containing either 4, 8 or 16 ounces. It is not repacked in this country.

Samples and interesting prices will be sent promptly upon request.

P.

#### Th. Muhlethaler Co., Ltd.

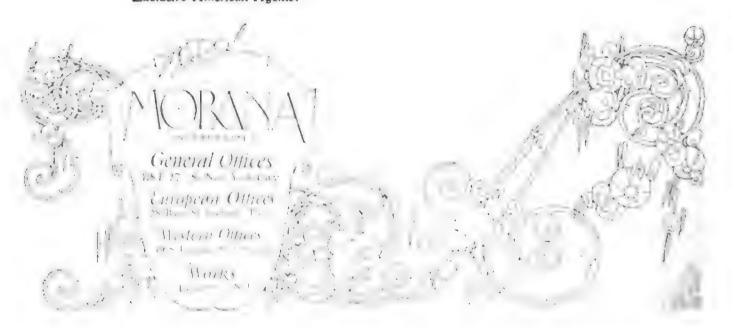
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Ambrettol Musk Xylol 100%

Musk Ketone 100% Oleo Musk

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Synthetics discovered in the laboratories

# of MOREL @ CO.

If you want a new perfume you should work with these products.





(From Heine & Co., Leipzig, Germany)

The widespread opinion that the northern latitude of Germany hinders or renders impossible the cultivation of flowers on a large scale is mistaken. German horticulture, which has been occupied with the culture and sale of plants, for the most part, has always been highly developed. The flowers produced by the Saxon growers used to be sold as cut flowers, and were sent almost exclusively to Vienna. Since this market, owing to the unfortunate economic situation, has ceased to be a consumer, we have secured for our own use the product of several large rose plantations lying in the vicinity of our works at Gröba. Each of these contains several hundred thousand rose bushes, which yield a harvest twice a year.

At the same time, we resolved to extend considerably the plantings of German rose, jasmine, violet and mignonette (reseda), which had been carried on hitherto on a small scale for experimental purposes. A large piece of land in immediate proximity to the factory was purchased and converted into a flower plantation. The plucking of the blossoms is performed, for the most part, by members of the dependent families of our own workmen, who are glad, in these times of high prices and food shortage in Germany, of the chance to earn a little extra money.

The main harvest time is from spring to summer. but in the case of certain flowers, especially roses and violets, one can count on a second good blooming in the autumn. During the last year trial plantings of lavender and lupine were made, and the results were so good that we can now take up the cultivation of these two flowers on a large scale. In choosing the varieties to be planted, and in the

details of the cultivation, we have enjoyed the advice of the Director of the Berlin Botanical Garden, who has, for many years, carried out experiments in acclimatization, and whose valuable counsel has been a great help to us. Last autumn we completed a modern hothouse, with connecting dwelling houses for the head gardener and his assistants, thus making possible cultivation under constant control, day and night, by our own responsible personnel. In this hothouse, during the winter, seedlings are grown and given an early start, ready to be set out in the spring.

Although the damp and cool summer of last year was unusually unfavorable for the flowers, and although or own plantations were still young, we obtained a harvest which exceeded expectations, reaching in the case of roses, for example, up to three tons a day.

We have succeeded, furthermore, in establishing the culture of tuberoses in a sunny valley in southern Germany, unusually well situated for the purpose. Extraction, carried out on the spot, has produced such favorable results that we are already able to offer small amounts of absolutes.

The work of our scientific laboratories has progressed notably during recent years. Decades of experience and intimate knowledge of our special branch of chemical science have enabled us to develop a number of new synthetic perfume materials, which have been tested and tried out exhaustively in our establishment. Messrs. Heine & Co. of New York are now in a position to introduce these products to the perfumers of America.

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Grasse (A. M.) France

The point of greatest importance to the Perfumer is to have the most perfect floral products, and as light in color as possible.

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Phixia (Hydroxy Citronellal)

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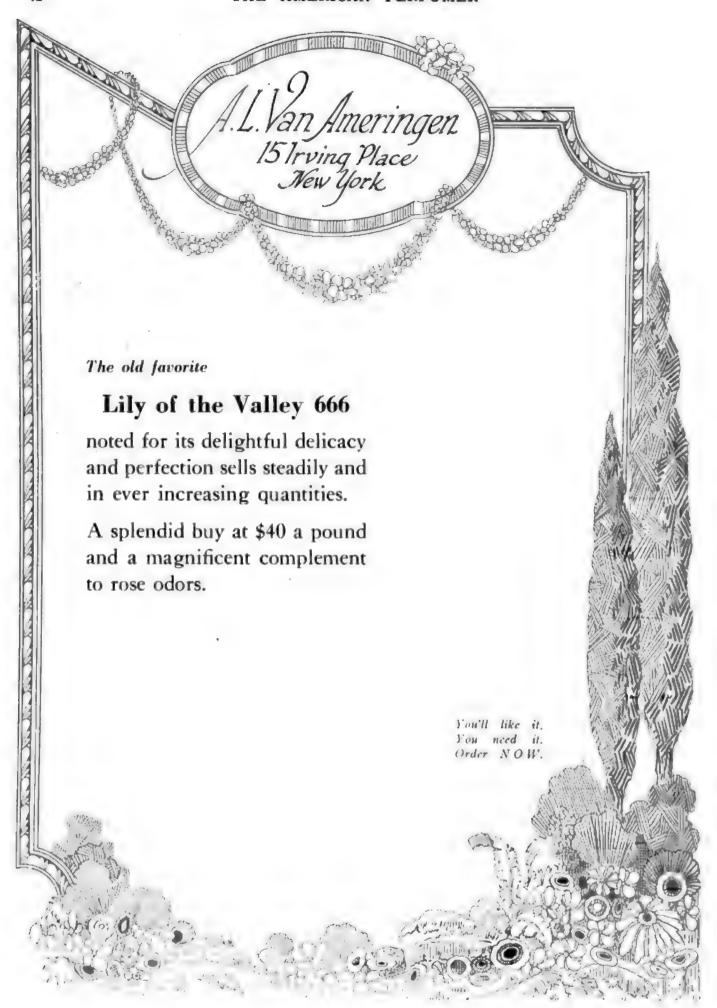
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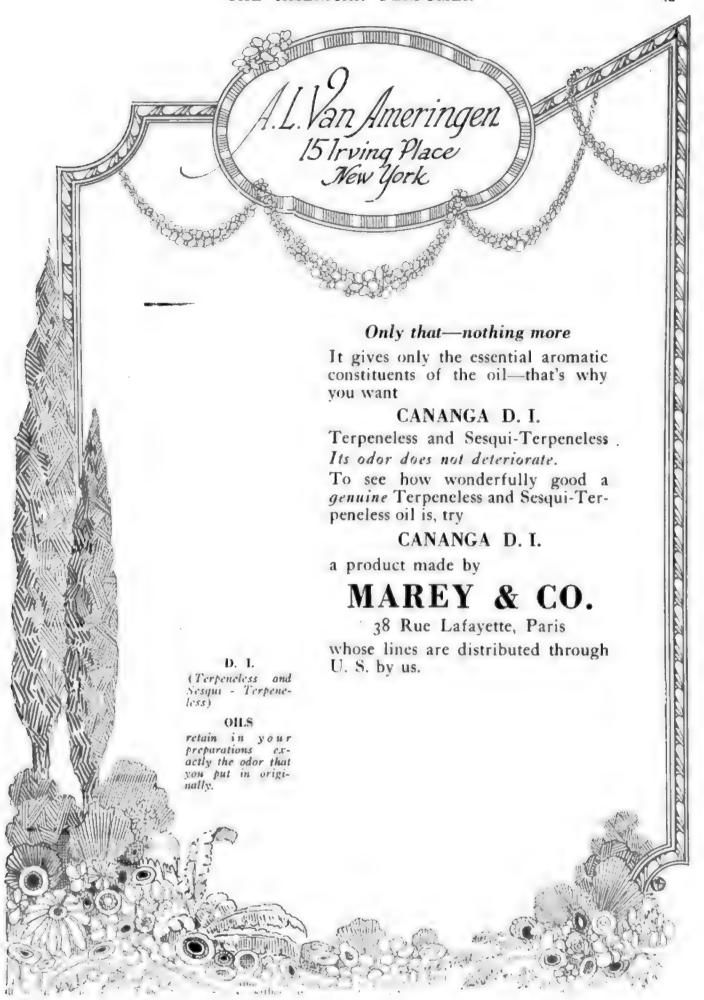
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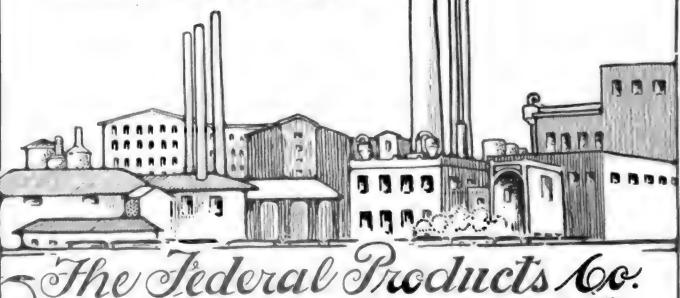
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We call especial attention to our

Lilac F

Rose C

Of great delicacy, possessing the true odors of the Lilac and Rose respectively and of great lasting power. Samples and prices on request.

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A good tale must have lustre but not be too lustrous. Face powder is employed to remove shine, not impart it, and to choose a talc with an exceptionally high degree of lustre, is to defeat in part the purpose of its use. The other ingredients used, particularly the zinc oxide, cut down the lustre of the tale and make it less obvious, but even so, it is desirable to choose a tale which possesses this quality only to a moderate degree. A talc which leaves a noticeably shiny or greasy appearance when rubbed in is rather to be avoided.

To meet the foregoing conditions, the more discriminating manufacturers are insisting on Isco Silver Talc in which the most desirable quality of lustre is present.

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It, however, is not a sufficient criterion.

As for "good Vintage" the influence of altitude and, moreover, of the SOIL, gives a more or less refined "BOUQUET."

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We offer three qualities, which positively show the thoroughly pleasing characteristics of OIL OF LAVENDER:

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This Essence possesses a rare finesse and a bouquet of incomparable beauty which makes it very desirable for Perfumery and ideal for Lavender Toilet Water.

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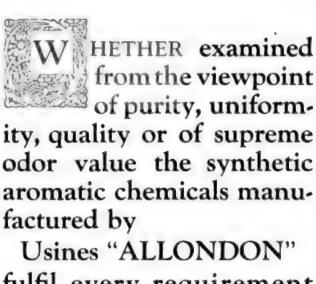
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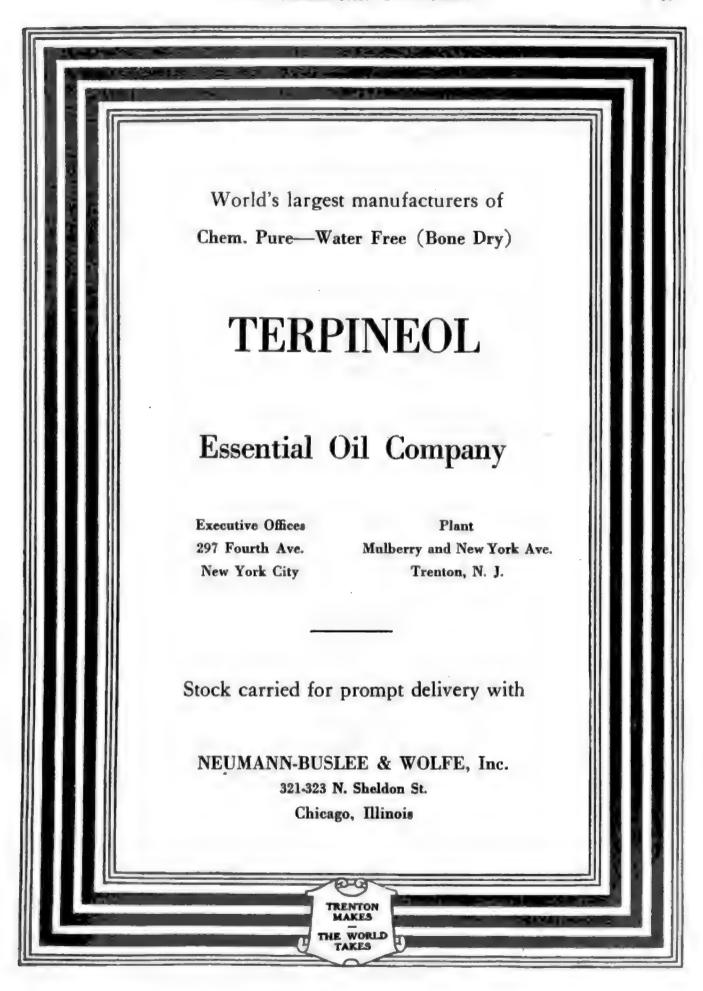


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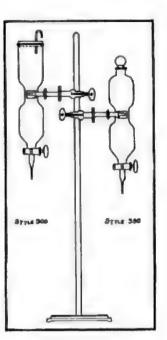
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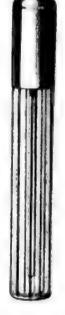
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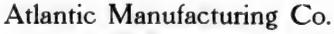
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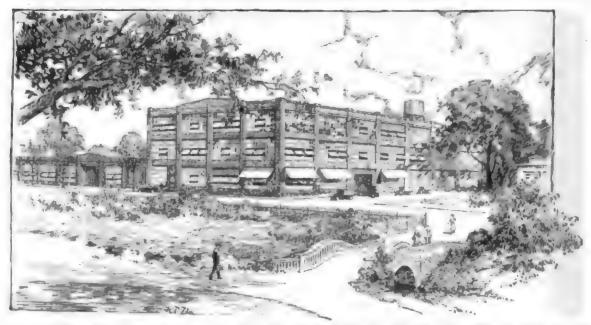
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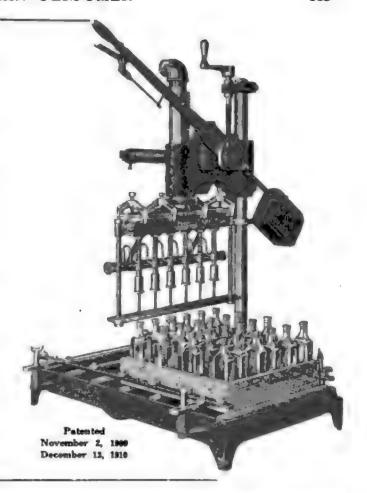
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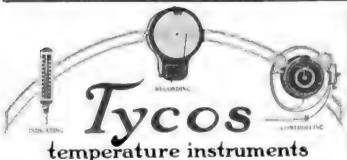
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